

THE NATIONAL Provisioner

SEPTEMBER 17, 1955

Leading Publication in the Meat Packing and Allied Industries Since 189



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Sure, Uncle Otto made some wonderful sausage and other specialties in his little butcher shop but 9 chances out of 10 his prized products were not exactly the same two times in a row.

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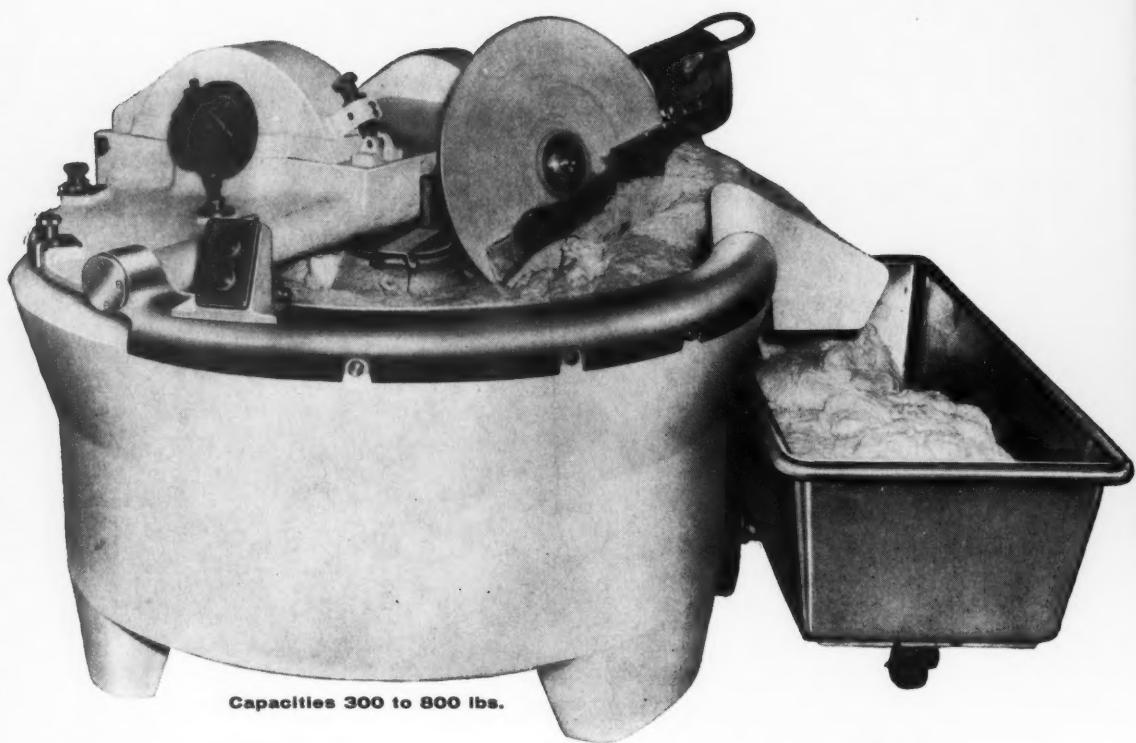
We can help you develop the exact flavor you want in your products — and then we can guarantee that *your* formula will always be constant.

That's why more packers every day learn to rely on Custom.

Custom FOOD PRODUCTS, INC.

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This "Direct Cutting" CONVERTER can SLASH YOUR LABOR COSTS 30% TO 50%



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A new special knife design and other features put the Buffalo Converter in a class by itself. It cuts faster...cleaner...cooler. It increases yield.



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Milwaukee

Casing by Tee-Pak, Inc.,
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YOU CAN cut costly meat loaf shrinkage to a minimum — with casings made of tough, moisture-resistant PLIOFILM. That's because PLIOFILM provides lasting protection against moisture gain or loss.

But PLIOFILM has other important advantages. It slices easily, without dulling knives. It doesn't shatter or run. It supplies a clear, clean covering that invites sales. It

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Good things are better in

Pliofilm



Pliofilm, a rubber hydrochloride—T. M. The Goodyear Tire & Rubber Company, Akron, Ohio

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Frog Brand aprons are built to "take it" and come clean again and again, whether you use stiff brushes, hot water, strong soaps or detergents.

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with patch

54-30 apron
without patch

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Please mail catalog and refer me to my nearest
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THE NATIONAL

Provisioner



VOLUME 133 SEPTEMBER 17, 1955 NUMBER 12

CONTENTS

Squeeze Those Dollars—an editorial.....	11
News of the Industry	11
Controlling Truck Fleet Costs	12
Market Frozen Cuts in Plastic Wax	18
Nebraska U. Opens New Meat Lab	22
Cartoon Character Does Job for Packer	29
Plant Operations	41
New Trade Literature	42
The Meat Trail	37
Flashes on Suppliers	46
Weekly Market Review—starts on	49
Classified Advertising	60

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THE NATIONAL PROVISIONER

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SEPTEMBER 17, 1955

Squeeze those Dollars

We've often heard from a packinghouse superintendent or operating executive the plaintive-philosophical remark:

"Every time we save a dollar the sales department throws it out the window by cutting prices."

We don't know how much truth there is in this complaint, but recognize that it probably contains some element of self pity. If the dollar is saved as a result of the use of a new technique which eventually will be adopted by most packers, it is improbable that competition will permit any processor to retain all of his operating gain.

At the same time we believe that all of management — including sales — should fight hard to keep these "savings dollars" for the business. They are hard to come by; their acquisition usually results from careful study and planning and additional risk-taking by the company. They should not be frittered away in profitless price competition.

Moreover, these dollars should be particularly precious to the sales department since they need not be earned at the price of *more tonnage, tonnage tonnage*.

Opportunities for reducing operating costs are not unlimited, but they still do exist in every packinghouse department. They are not confined to the adoption of ideas which require capital investment, but can also be found in the reduction of raw material and human casualty. As was pointed out by Livestock Conservation, Inc. in the PROVISIONER last week, substantial savings can be made by cutting bruise and condemnation losses. The American Meat Institute has recently estimated that employee accidents in the industry during 1954 cost \$5,593,000, of which only one-fifth to one-third may have been recoverable from insurers.

Whatever avenues are chosen for expense reclamation, and we believe there are many, they will be explored most enthusiastically and effectively by the operating staff if they can believe that the savings are going to stay in the business.

News and Views

Price Supports on livestock were proposed this week by Democratic leaders from nine midwestern states at a strategy meeting at Rainy Lake, Minn., near International Falls. A resolution adopted by the group and intended for the 84th Congress asked for the restoration of price supports at a rigid 90 per cent of parity on basic crops and the addition of livestock and poultry to this support program. The meeting was attended by state chairmen, national committeemen or their representatives from Michigan, Wisconsin, Iowa, the Dakotas, Kansas, Nebraska, Montana and Minnesota. The American National Cattlemen's Association, representing the largest group of cattle producers, repeatedly has turned thumbs down on any suggestions for cattle price supports.

More Freedom for the meat packing industry was asked by the Amalgamated Meat Cutters and Butcher Workmen, AFL, this week in an appeal to the federal government. Meat packing is the most competitive of the nation's basic industries, and the wages and working conditions equal or surpass those in any other major industry, pointed out Earl W. Jimerson, Amalgamated president, and Patrick E. Gorman, secretary-treasurer. "Yet there are probably more government regulations in meat packing than in all other basic industries combined." (See story on page 46.)

A Promotion Program for lamb and wool will be put into effect, the USDA announced this week. Final results of a recent producer referendum, the Department said, showed approval of such a program by 72 per cent. Secretary of Agriculture Ezra Taft Benson entered into an agreement last March with the newly-organized American Sheep Producers Council, Inc., Chicago, providing for advertising, promotion and related market development activities under Section 708 of the National Wool Act of 1954. However, the agreement had to be approved by two-thirds of the sheep and lamb producers. Under the agreement, deductions will be made from payments under the wool incentive program for financing the program. Deductions from 1955 incentive payments to be made in the summer of 1956 will be 5c per 100 lbs. of live weight from payments on lambs and yearlings and 1c per pound from payments on shorn wool.

The consumption picture for lamb and mutton in the United States last year also was presented this week by the USDA. Nearly 50 per cent of all the lamb and mutton produced in this country in 1954 was shipped for consumption to the northeast states. Details appear on page 50.

Oregon's Pilot meat inspection program, authorized by the 1955 legislature, will begin Monday, September 19, with first inspections scheduled for eight plants in the Salem area. The pilot program will be directed by M. E. Knickerbocker, chief of the animal industry division, Oregon State Department of Agriculture, and Dr. K. J. Peterson, state veterinarian. The Salem inspection will require three weeks after which the two inspection crews will move to other areas. By January 1, 1957, the department hopes to have covered the entire state. At least 110 plants will be inspected before the pilot program is terminated and the department makes a complete report to the legislature.

Although All women are said to aspire to beauty, recognition of her pulchritude apparently proved too much for "Miss Maryland Glenda Jack" at the Maryland State Fair. The 24-month-old Hampshire sow, declared senior champion in her class, dropped dead as the purple ribbon was placed on her back. The sow weighed 815 lbs. Her dimensions were not listed.



SOUTHERN STAR trucks are traveling billboards, featuring a variety of the company's products in colorful paintings.

Controlling Truck Fleet Costs

FLEET operations can be "nickled and dimed to death". Unless a packer has a system for compiling and interpreting all fleet operation costs, seemingly trivial expenses can and do mount to a sizeable bill. The losses are compounded according to fleet sizes. The greater the number of vehicles and the larger the delivery area, the greater the potential loss.

Although the Louisville Provision Co., Louisville, Ky., had an accounting system which listed lump sums spent for gas, oil, repairs, drivers' salaries, etc., Theodore Broecker, chairman, believed the system lacked control functions. He also felt that with about 40 vehicles servicing a

distribution market within a 300-mile radius, accurate cost accounting was mandatory. If there were inefficient operating units in the fleet, their poor performance was buried in a total delivery cost. Therefore, management under Broecker revamped its entire fleet control records system.

The new cost system pin-points specific costs of operating each vehicle. Moreover, the system records more than the accurate vehicle operating cost. It reflects the actual delivery costs attributable to (1) time and tonnage required to load the truck and (2) time, mileage and stops needed to deliver this load.

G. A. Amshoff, president, says this

is a neglected phase of controlling delivery cost. Often good cost figures are kept on vehicle operating cost while the delivery side is completely ignored. At times there are significant shifts in the delivery pattern. Tonnage on a given run may fall to the point where it is economical to consolidate it with another run. Equally significant, tonnage on another truck may increase to the point where a different routing scheme is needed. A driver may be reaching some customers at a very late hour, causing the loss of customer good will.

L. L. Coffee, transportation manager, states the records now mirror the efficiency of the delivery three-



L. L. COFFEE, transportation manager, and W. L. Misbach, senior mechanic, check costs on major repair job.



EXTERIOR and interior truck cleaning is expedited with mechanical steam gun using suitable detergent.

Lexington
Frankfort
La Grange
Bardstown
Elizabeth
Danville

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Coffee
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fuel bu

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DAILY DELIVERY REPORT

FORM A

some: 1) the truck, 2) the shipping room and 3) the driver.

The cost system integrates with and is part of the firm's preventive maintenance system. Poor vehicle performance is highlighted and corrected before a major breakdown occurs. Coffee says this reduces excessive operating costs, not only in terms of fuel but also in driver time.

A work assignment board in the firm's garage contains the basic vehicle work program record. Here all the vehicles are listed by number. The shop foreman lists the days on which specific vehicles are to receive a complete checkup. This includes greasing, tire check, oil filter and battery examination, etc. Scheduling assures each truck a weekly inspection without placing undue burden on garage or shipping department personnel. Close liaison between the shop foreman and Edwin Hale, truck dispatcher who supervises the shipping room, forestalls any vehicle shortage through inopportune scheduling. Each unit undergoes a thorough inspection at the end of each 10,000 miles.

A "Daily Delivery Report," which controls the whole delivery operation, bridges the gap between vehicle assignment and vehicle load. As can be noted on Form A, there is a breakdown for the total load scheduled for each route. The demarcation between pork and beef products aids in figuring loading space needs as both items take different space units. The tonnage figure by itself does not reveal the extent to which truck space is filled.

Estimates of these total figures are made as the dispatcher arranges the order tickets in their proper loading sequence for each route. The load estimate, based on the items ordered, is made for the entire fleet. If any changes are to be made, the dispatcher notifies the shipping clerk before loading operations start.

The conveyorized order assembly operation is performed at night. As they are filled, prearranged orders move in suitable shipping containers directly into the truck on the loading dock. The shipping clerk records the actual starting and finishing time for

VEHICLE TROUBLE REPORT

Truck No. _____	Driver _____
Date _____	Time _____
Axes _____	
Brakes _____	
Clutch _____	
Cab _____	
Drive Shaft _____	
Differential _____	
Exhaust System _____	
Generator _____	
Heater _____	
Horn _____	
Lights _____	
Motor _____	
Mirrors _____	
Radiator _____	
Reflectors _____	
Starter _____	
Steering _____	
Safety Equip't. _____	
Springs _____	
Tires _____	
Transmission _____	
W. S. Defrosters _____	
W. S. Wipers _____	
Misc. _____	
Explanation _____	
 Repaired by _____	
Date _____	

REPAIRS AND WORK RECORD

FORM B

FORM C

DAILY GASOLINE AND OIL REPORT

Date _____

Price Today

FORM D

each load. Coffee points out that the loading operation is not lumped into a tonnage and time figure. Each loading operation is evaluated in terms of its time and tonnage. Causes for undue delays can be determined. For example, if the packaging department fails to stock an incoming supply of sliced bacon, or the beef department fails to rail beef for the run, these

facts are reflected in the evaluation. The record helps to coordinate activities of supporting departments.

The dispatcher schedules the starting time for each run and the driver fills in the return time, lunch time and total mileage. The balance of the columns are filled in by the dispatcher who calculates the number of stops per load, total mileage, stops per hour

COUNTRY RUN	DRIVER	TRUCK NO.	TIME ON REFRIG.	TIME OFF REFRIG.
1. LEXINGTON				
2. FRANKFORT				
3. LAGRANGE				
4. BARDSTOWN				
5. E-TOWN				
6. DANVILLE				

FORM E

DAILY TRUCK OPERATING RECORD

FORM F

and pounds per hour. The number of stops per load is noted when he calculates the tonnage figures.

G. W. Blevens, general superintendent, says all facts for judging efficiency of delivery operations are available. The load, stops, mileage and time are statistically presented for each run. Since records are kept on a daily basis, they provide statistically comparative factors for judging performance. As all the truck runs are logged on the form for these comparative factors, this represents another criterion for reviewing the day's activity. If a run consumes excessive time, it is known immediately. Reasons for longer than necessary runs can be determined and corrective measures taken, according to Coffee.

The Daily Delivery Report also contains facts for judging order assembly operation efficiency. Total tonnage, type of product loaded, number of routes, stops per route, and total time required for loading are logged. Man hours needed for each day's loading can be justified by the nature of the load. For example, assembling and loading a light tonnage with many stops requires a different time factor than a heavy beef run.

Supplementing the Daily Delivery Report is the Vehicle Trouble Report

(Form B). To perform his work tasks satisfactorily, the driver must have a vehicle in top mechanical condition. Coffee asserts this is essential, not only for an excellent fleet safety record, but also for good customer relations. The retailers expect to receive their merchandise at a stated time and are only irritated by delays. The moment any vehicle begins to malfunction, the driver notes the trouble on the form which is turned in to the transportation manager who initials it and routes it to the garage shop foreman. All factors affecting driving performance are listed including time required for repairs, name of the mechanic and completion date.

These facts permit management to review the efficiency of the garage shop. If examination reveals a time lag because of parts shortage, then parts are ordered in greater quantity. Parts are kept on hand in terms of an estimated consumption rate. The prescribed stock levels are revised with experience.

The Repairs and Work Record (Form C) is strictly a record that breaks down into time and parts the cost of any specific major repair. If any job requires the services of more than one mechanic, a notation is so made. The Repairs and Work Record



REVIEWING efficiency of delivery performance are Edwin Hale, truck dispatcher, and L. L. Coffee.

forms are kept by truck number and any vehicle needing excessive maintenance is spotted quickly. Responsibility for any repair job is assignable.

The Daily Gasoline and Oil Report (Form D) records gasoline and oil consumption both as bulk and individual truck breakdown figures. The upper part of the form keeps a perpetual gas inventory. What is put into the storage tank and what is pumped from it are listed. The balance at the end of the day is checked against metered pumpage. The metered pumpage is checked against the sheet total showing distribution to each vehicle. This check impedes any siphoning of gasoline for personal use. The moment gasoline loss starts management is alerted because the two figures will not jibe.

Actual gas consumption is recorded by vehicle. Since the speedometer reading is taken with each gas and oil filling, the efficiency of the truck's fuel consumption is apparent. A mileage per gallon figure is easily determinable. Truck fuel consumption figures cannot be used as a cover up for unauthorized fuel distribution.

The actual fuel cost for each truck is recorded daily. Here again, responsibility for fuel distribution is assignable as the garage employee performing

(Advertisement)

Alabaman wins VISKING \$5000 Award for Snapshot of Niece

Sunnyland of Dothan was the qualifying packer



Winning snapshot of Chanda Bowling at the age of three.

VISKING's second snapshot contest for photogenic youngsters was won by pretty Mrs. Katherine Commander of Childersburg, Alabama. Her charming niece, a pint-size southern belle, was chosen most photogenic of almost 200,000 children entered. This contest was another VISKING promotion designed to help packers and retailers sell more Skinless products. Mrs. Commander received a check for \$5000 from VISKING's southern district manager, Alec Chesser. (The packer whose franks were bought by Mrs. Commander was Sunnyland of Dothan.)

Second prize, an RCA color TV console, was won by Randolph Bro-shears of Whittier, Calif. He bought franks made by the Luer Packing

Company to qualify his entry.

Third prize, a Mitchell room air conditioner, went to Robert Hogue of Cannon Falls, Minnesota. The qualifier was Peters Meat Products Co., St. Paul.

Fourth prize, a Revere Hi-Fi tape recorder, was won by Mrs. H. Young, San Francisco. She bought Stephens franks from Stephens Meat Products, San Francisco.

Fifth major prize, a \$200 Hamilton watch, rewarded Raj Phansalkar of Los Angeles, Calif., for his entry which was accompanied by a "Buffet" label, product of Market Cooperative Packing Co. of Los Angeles.

In all, 200 prizes were awarded by the judges.

The VISKING Corporation, which sponsored the snapshot contest, is promoting another sales-making event for packers and retailers—the Weeny Witch. This promotion, which has an outstanding success record, originated in 1940. Ads in Life Magazine, October 24, and Parents' Magazine, October, are used.



Alec Chesser, Southern District sales manager of The Visking Corporation presents \$5000 check to Mrs. Katherine Commander as J. A. Nicholls, market manager

of the "Jitney Jungle" store where Mrs. Commander bought her franks, and Charles A. Dunseth, manager of Sunnyland Packing Company of Dothan, watch.

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May we tell you more about the "weighing system plan"—and its application to your requirements? Write to . . . Toledo Scale Company, Toledo 1, Ohio.

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this job initials the form every time the trucks are fueled.

Another supplementary cost form is the Refrigeration Record (Form E). The fleet is equipped with various types of mechanical refrigeration units. At loading time the shipping clerk notes when the unit is placed on refrigeration. The driver notes when the refrigeration is shut. The figures provide performance controls on the mechanical units used on the longer hauls and on dry-ice consumption for local runs. Coffee says the firm is standardizing on dry ice, blower-type units for local runs. Loading starts with the first out vehicles to minimize time lag between loading and delivery. This conserves refrigeration costs.

All facts on fuel consumption, repairs, refrigeration, etc., are transferred to the Daily Truck Operating Record (Form E). The transportation manager makes the entries as he reviews the supporting records which are forwarded to him. The listing is by individual truck. As he records the facts, the transportation manager actually is summarizing his real truck costs. Any questionable costs are readily apparent and he investigates the cause promptly.

The miscellaneous column includes fixed charges such as insurance, taxes, painting, cleaning, etc.

The vehicle cost by truck unit is summarized for each accounting period by the cost department. Blevens says all the necessary records are accumulated by the employe responsible for the job. The garage shop foreman and the shipping clerk collect cost data as part of their task. The effort helps them in organizing their respective jobs. To make the entries, they must review the work load of their crews and make specific assignments to accomplish the job.

Cost forms help to maintain the fleet servicing operation on a routine basis. There are specific times for preventive maintenance checks. Cleanliness gets major emphasis. The vehicles are washed down with the aid of a high pressure jenny when they come in from their runs.

Management believes fleet appearance is a major factor in creating good will. Approximately once a year a commercial artist paints a product picture on each of the vehicles. The nature of the presentation is varied to conform with the firm's promotional efforts. Each truck has a different theme painted on each side.

With the company's fleet accounting system, Broecker says Louisville Provision maintains an essential delivery service at a controlled cost. ■

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WAX COATING in home kitchen peels like banana skin.

AIR tight packaging of frozen fresh meat cuts with a dipped thin coating of opaque plastic wax is a development which is now being exploited by several food chains, although some meat packers who have seen the process and products remain skeptical about it.

Currently the sealed meats are sold by supermarket chains in St. Louis, throughout Central Ohio and in Minnesota. Estimates of the cost reductions resulting from centralized cutting, dipping instead of conventional packaging and elimination of retail level losses, etc., run as high as 20 per cent, although the Ohio operator's frozen dipped

Market Frozen Fresh Cuts in Coat of Plastic Wax

Dip cuts mechanically through new process that is said to eliminate downgrading and shrinkage and minimize handling of product

meats are reported to be priced at from 15 per cent below to about equal with comparable product in other chains.

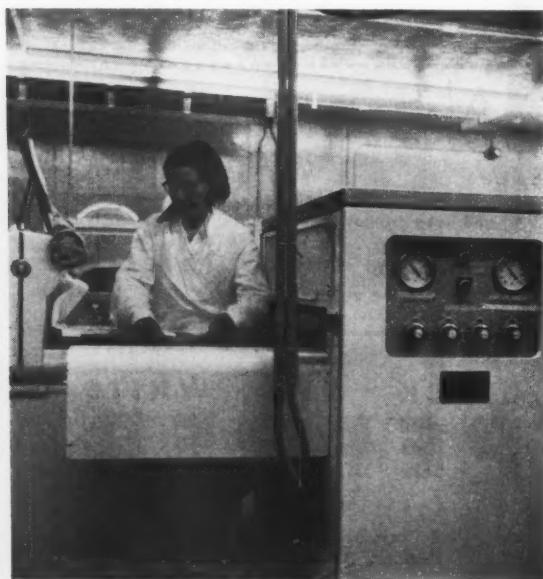
Chains using the plastic wax claim these advantages: elimination of the down-grading and shrinkage problem found with fresh meats, since the frozen meat keeps for weeks in a store freezer; reduction in packaging labor because the meat is dipped mechanically; more sanitary processing conditions because meat handling is minimized, opportunity for mass-production cutting and trimming.

The plastic wax process was developed by M. E. Wallis, former president of Sure-Seal Corporation, Salt Lake City—and now head of Liquid Film Corporation of Grafton, Wis. Basic wax for the formula—a micro-crystalline variety with special modifications for food processing—was developed by L. Sonneborn Sons, Inc., New York.

The USDA Meat Inspection Branch reports approval of

LEFT PHOTO shows operator at feed end of wax coater. Semi-skilled worker can weigh, label and dip about 2,000 lbs. per day.

BELOW: Discharge end of coater with dipped steak coming onto neoprene conveyor.





STEAKS are being cut in disassembly line operation.

a fresh meat wax coating for two manufacturers. The MIB states that the wax is made from a selected and refined petroleum wax and small amounts of other materials. It is of a light brown color, odorless and tasteless and is easily and completely removed from even irregular surfaces. None of the ingredients is, of course, left on the meat.

McAllister Dairy Farms of Warren, Ohio, which operates a number of food stores in the state, is carrying on its cutting, freezing and waxing operations in a new building. Steps in the process used by McAllister are illustrated here.

Carcasses are broken down into primal cuts and then into retail cuts by skilled butchers. These are trimmed of excess fat and other waste and are then quick frozen at -30° F. The hard-frozen cuts are weighed and priced and placed on the conveyor which carries them through the wax coating machine.

The automatic wax coater employed is a product of the J. W. Greer Company, Wilmington, Mass. It consists of a feed table, the dipping unit proper and a cooling conveyor. The latter is water cooled. In dipping, the meat is carried through the wax in the temperature-controlled dip tank on a stainless steel conveyor belt with a speed of 10 to 30 ft. per minute. As products emerge from the tank they are completely sealed by a curtain of hot wax flowing over them. Finished undercoverage is furnished by a final bot-



ALL CUTS are carefully trimmed prior to freezing.

toning device. The cuts then go onto the dampened neoprene belt of the cooling conveyor, which sets up the bottoms, while air circulation completes solidification of the top and side coating.

A built-in melter holds up to 80 lbs. of unmelted wax in a thermostatically controlled melting compartment. Melted wax drains into an oil-jacketed, temperature-controlled storage tank and from here is continuously circulated by sanitary pump into the dip tank within plus or minus $\frac{1}{2}^{\circ}$ of the desired temperature.

The micro-wax coating hardens almost instantly because of the low temperature of the meat. From the dip unit the frozen meat is carried to packers who carton it for shipment to retail outlets. At the McAllister plant the meat is stored at -30° . A tag waxed to each cut shows the weight, price, name of the item and its federal grade of either "Choice" or "Good."

The housewife cannot see the meat through the $1/32$ in. wax coating, but Temple McAllister, owner of the chain, believes that the material's opacity is advantageous because it prevents exposure to damaging light and because the housewife does not "shuffle" through the retail case in search of a supposed best cut.

The "pig in a poke" nature of the transaction, however, makes it imperative that standards of trim and product quality be maintained consistently. In addition to use of federally graded meat, the McAllister chain offers a money-back guarantee on each cut sold. In this connection, Donald W. Snethkamp, vice president of the chain, reports that consumer acceptance of the micro-waxed meats has been "very, very good," and that there has not been one call for a refund under the guarantee. Repeat business is described by Snethkamp as "very good."

The housewife can remove the wax from her cut after she has allowed it to stand at room temperature for three or four hours, or has placed it in cold water for five minutes. The wax coating is then opened with a knife and peeled off like the skin of an orange.

In St. Louis, Tom Boy Stores, Inc., is using wax dipping as a part of a program under which it will sell 38 different cuts of frozen fresh meat direct to consumers for home freezer use. The firm's stores will not stock the wax-coated frozen meats, but will promote them and take bulk home orders. The company is opening a \$500,000 freezing and dipping plant to do the job.



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J. G. Lesser Co. Inc.	Milwaukee, Wisconsin
Cronkhite-Bosanka Supply Co.	Denver, Colorado
Moore Butcher Supply Inc.	Salt Lake City, Utah
Butchers-Grocers Supply Co.	Grand Rapids, Michigan
Birkenwald Inc.	Seattle, Washington
S. Blondheim & Co.	San Francisco, California
Phil Hantover, Inc.	Kansas City, Missouri



FOREIGN REPRESENTATIVES:

Representaciones Rodval, S. A.	Lima, Peru
F. W. Holst	Oslo, Norway
Oversoisk Tarm Import	Copenhagen, Denmark
G. H. Prins & Zonen	Amsterdam, Holland
Overseas Trading Agency	Alexandria, Egypt
Viskase Limited	London, England
Rafael Orlol	Havana, Cuba
Proveedores de Empacadoras, S. A.	Mexico D. F.
Noturin-Werk Becker & Co.	Weinhelm, Germany
Montour Limited	Montreal, Canada
Crown Mills Spice Works Ltd.	Johannesburg, South Africa
Aktiebolaget K. A. Lundgren	Gothenburg, Sweden
A/B Tarmimporten	Gothenburg, Sweden

PORK • BEEF • LAMB • VEAL
 CANNED MEATS
 COMMERCIAL SHORTENINGS
 NATURAL CASINGS • DRY
 SAUSAGE • LARD FLAKES

Rath
 BLACK HAWK
 MEATS
 FROM THE LAND OF CORN

THE RATH PACKING CO., WATERLOO, IOWA

1882
 Since 1882... Natural Casings
 from "The Casing House"
 CHICAGO • NEW YORK • LONDON
 BUENOS AIRES • SYDNEY • WELLINGTON • ZURICH
 BERTH. LEVI & CO. INC.
 3944 South Hamilton Avenue • Chicago 9, Illinois

World's Meat Supply Best
 Since World War II — FAO

The world's meat supply is better now than at any time since the end of World War II, the Food and Agriculture Organization of the United Nations reported recently in Rome.

Production of meat in 1954 was up 16 per cent in 23 countries, compared with 1950 output, the FAO said. Biggest gain has taken place in Western Europe, where about 25 per cent more meat was produced than the 1934-38 average.

The FAO said it had only general estimates on meat production beyond the Iron Curtain. In Eastern European countries, there are 10 per cent fewer cattle than before the war but 10 to 15 per cent more hogs.

The FAO analysts said per capita meat consumption averaged 82 lbs. in Western Europe last year, less than the pre-war average of 88 lbs. but considerably above the 60 lbs. consumed immediately after the war.

In the major producing areas of South America and Oceania the average consumption in 1954 was 220 lbs. By contrast, the Far East and Asia averaged only 4 to 11 lbs. Per capita consumption in North America exceeded 150 lbs.

Direct Shipments of Hogs
 In Ontario are Assailed

Direct shipments of hogs to packers are weakening the bargaining position of producers in Ontario, Charles W. McInnes, president of the Ontario Hog Producers Association and the Ontario Hog Producers' Co-operative, charged this week in Toronto. He spoke at a meeting of the Ontario Federation of Agriculture directors.

McInnes said that 90 per cent of all Ontario hogs, and production is about 2,000,000 annually, go direct from farmer to packer "as a result of the transporter who is paid a fee by the packers to go direct rather than through the open market."

Special stockyards for handling hogs are planned for several Ontario cities, McInnes said, and it is expected that an order will be passed under the Ontario Farm Products Marketing Act requiring that all hogs be delivered to these yards to be sold under a system of competitive bidding.

Stepping up Sales

Swift-Canadian Co., Ltd., Toronto, is promoting Swift's Meats for Babies with an offer to bronze baby shoes for \$2 each, less than half the usual cost, and two labels.

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ONER



Hoist Problems Solved... Plant Costs Reduced

with GLOBE'S (NEW DESIGN) V-BELT BEEF HOIST

Globe's new design in electric hoists for every packing plant requirement will help reduce costs in your plant. Each hoist is of new approved design, ruggedly constructed and factory tested. Check these new features:

- 1 Equipped with standard hoist-type motor, drip proof, ball bearings for smoother hoisting.
- 2 Speed changes easily made by varying pulley ratio.
- 3 Self-locking, high efficiency, fully enclosed worm gear reducer.
- 4 Hoisting drum mounted directly to reducer output shaft.
- 5 Solenoid brake on reducer input shaft for absorbing motor inertia for instantaneous stopping.

AVAILABLE IN THESE THREE SIZES

motor size	3 HP MOTOR	5 HP MOTOR	7½ HP MOTOR
hoisting speeds	54 FPM	90 FPM	120 FPM

Remember: Nothing pulls a killing floor up to par as quickly as a Globe hoist. Ask Globe today for an estimate on your Beef Hoist requirements.

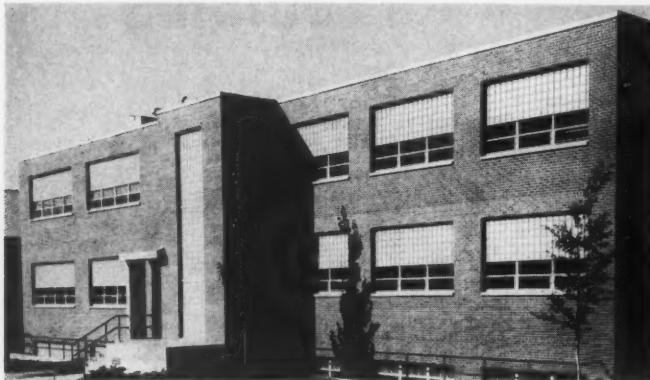
Serving the
Meat Industry
since 1914



The **GLOBE** *Company*

Europe, Iraq and Israel: Stoffmar & Looyen, 90 Waldeck Pyrmontkade, The Hague, Netherlands
4000 S. PRINCETON AVENUE • CHICAGO 9, ILLINOIS

Open New Meat Lab at Nebraska University



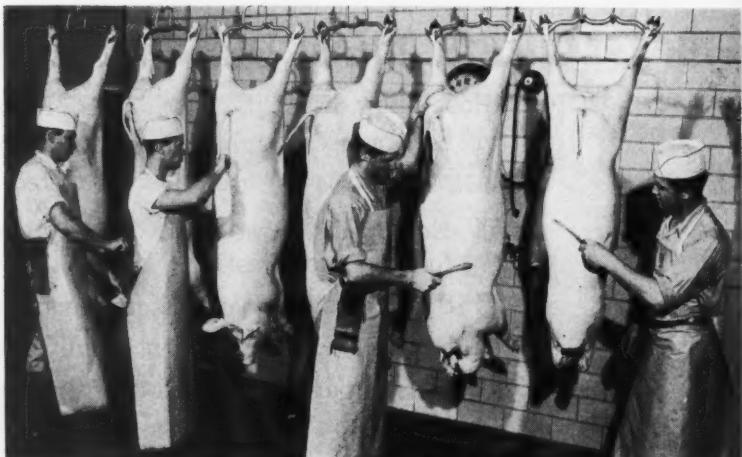
EXTERIOR view of Nebraska University's new meat laboratory.

COMPLETION of a new meat laboratory at the University of Nebraska marks another step forward in the University's program of service to the livestock industry. It is dedicated to the more efficient production of beef, pork and lamb through research and teaching. This is particularly appropriate since Nebraska is primarily a livestock producing state as well as one of the leading states in meat processing.

In Nebraska, during the past ten years, cattle and calves returned an average of \$309,996,800 or 33.6 per cent of the total Nebraska farm income. Hogs returned 18 per cent and sheep and lambs 2.2 per cent, making a total of 53.8 per cent from livestock.

The study of meat at the Nebraska Agricultural College began more than 40 years ago. The first work consisted of slaughter and cutting demonstrations to acquaint Nebraska folks with the best ways to preserve their home meat supply. Today farming has become more specialized and many farmers feel that their time is too valuable to devote to slaughtering and cutting and curing their own meat.

The teaching of meat processing to agricultural college students is valuable because it gives them a better background of production problems by teaching what is under the hide. Home economics students are another large college group which benefits from meat education. The girls will



STUDENTS RECEIVE training in slaughtering techniques as part of classroom work. Shown splitting a carcass are James Svoboda, Charles Tomsen, Merton Diers and Bernard Wallman, all from Nebraska.

become the meat buyers of tomorrow. Some of them will be homemakers but many will become "quantity" buyers, purchasing for cafeterias, diet kitchens in hospitals and other institutions.

Perhaps the most important function of the meat laboratory lies in strengthening the research on breeding, nutrition and livestock management. Most of the animals used in experiments should be brought to slaughter to determine the effect of the production method on the carcass quality.

While the large packers have been



STUDENTS RECEIVE training in slaughtering techniques as part of classroom work. Shown splitting a carcass are James Svoboda, Charles Tomsen, Merton Diers and Bernard Wallman, all from Nebraska.

exceedingly cooperative in the slaughter tests, the fact remains that in a commercial packing plant operations are too rapid to permit the detailed observations required today. The Nebraska Experiment Station is one of the pioneers in American meat research and has made many contributions in this field. With the new facilities a more comprehensive research program will be undertaken.

The new meat laboratory is a three-story brick and concrete building. It is L-shaped, 112 ft. by 38 ft. with a wing at the rear 60 ft. long and 45 ft. wide. It was designed as a low-main-

tenance building, meeting all the modern sanitary requirements of a modern meat processing establishment.

On the north side of the building is the receiving area with a truck dock. A step-ramp accommodates led-in or driven-in stock or stock delivered on low-wheel trailers. In-coming stock are weighed before being placed in the steel holding pens.

The killing floor is large and well lighted. The animals are hoisted by means of a "Budgit" jib crane which serves all three beef beds. There is a scalding tub and a "Baby Boss" de-hairer and another jib crane to raise shaved hogs to the rail. The floor of the killing room is of tile with carbide imbedded in it to provide good footing.

Vantage Point for Visitors

Visitors can view operations from a balcony at one end of the dressing floor.

Adjacent to the killing floor is the chill and holding room in which are contained two zero rooms for freezing studies and cabinets capable of lowering temperatures to -30°F .

The cutting room, also on the first floor, is well-lighted, air-conditioned and contains elevated seats for 85 persons. There are eight cutting benches, each designed to accommodate two students when the room is used for class work. The room also may be used for carcass or cutting demonstrations for either producer or student groups. Several groups such as the Nebraska Feed Manufacturers have found this room well adapted to their convention needs.

On the first floor is a processing room where the final cutting, packaging and weighing may be done before the meat is delivered to University dormitories and cafeterias. An office for the instructor and a freight elevator complete the first floor.

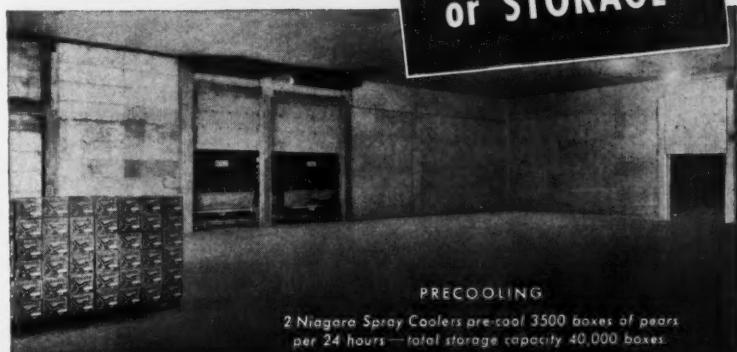
A large, well-lighted air-conditioned research laboratory is found on the second floor. This laboratory is designed for chemical, histological and bacteriological research with meat. There is also a sparkling, well-equipped kitchen. It has a conventional electric range as well as a rotary electric oven which may be used for studies on meat preparation methods and for palatability studies.

On the second floor is a classroom which will seat 65. The room is equipped with raised seats and with blackout curtains to permit the use of slides and motion pictures. A women's dressing room is located on the second floor.

In the well-lighted and airy base-

NIAGARA "No-Frost"

PRECOOLING
or FREEZING
or STORAGE



NIAGARA "No-Frost" gives you extra capacity and better operation. It improves quality, especially in foods, where it brings the product to correct temperature faster and holds it without fluctuation. It saves money for you in the cost of power and labor. With Niagara "No-Frost" there is never any "defrosting" loss of time or temperature rise.

Write for Bulletin 105.

NIAGARA BLOWER COMPANY

Dept. NP, 405 Lexington Ave.
New York 17, N.Y.

Sales Engineers in Principal Cities
of U. S. and Canada

**just off the press
-and it's yours**

FREE!



**New 88 Page
KOCH CATALOG
For 1956**

Everything you need for slaughtering, rendering, curing, smoking, and meat processing is illustrated, described, and priced in the big new Koch Catalog 80. See the latest, the most advanced equipment—plus hundreds of new items—to make work easier and profits larger.

**WRITE TODAY—for
FREE copy!**

More than 2,200 items. Equipment and supplies that will help you get better results—everything from shroud pens to steam boilers. Complete index with helpful cross references. If you are in the meat business, you will find this new 1956 KOCH CATALOG the most useful catalog in your plant.

WRITE TODAY!

IT'S YOURS!

FREE!

KOCH SUPPLIES
2518 Holmes St.

Kansas City 8, Mo. • Phone VI. 3788



LECTURE ROOM on second floor has seating capacity for 65. Here Charles H. Adams, assistant professor of animal husbandry, lectures to home economics students on the characteristics of certain meat cuts.

ment may be found the smokehouse, store rooms, refrigeration machinery room, and the men's dressing and locker room. There are four thermostatically controlled coolers in the basement, one of which is used for curing and the others for general service. The by-products laboratory is located in the basement. This room is used for lard rendering, sausage-making and meat pumping. All of the equipment in the by-products lab is under hoods which permit the removal of heat, odors or vapors.

The building was designed so that relatively little maintenance will be

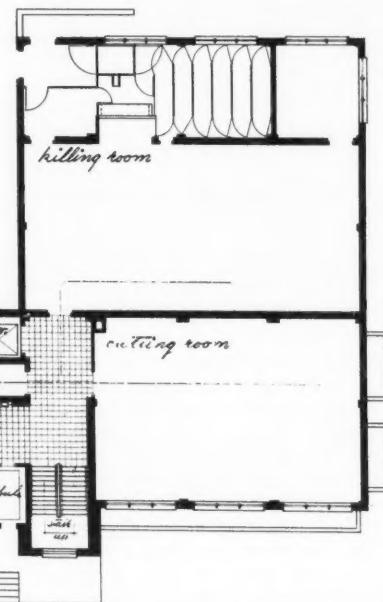
necessary. Walls are of buff tile and floors are tile, concrete, terrazzo or asphalt tile.

Since 1947 the meat work has been under the immediate supervision of Prof. Charles H. Adams who received both his bachelor's and his master's degrees from Kansas State College. He was a nutrition officer in World War II.

Earlier the meat work was under the supervision of Prof. Wm. J. Loeffel who began his service with the University of Nebraska in 1917 and is now chairman of the Animal Husbandry Department.

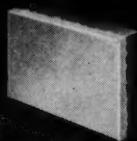


PROF. LOEFFEL



THE KILL FLOOR, cutting room, some coolers and sales room are located on first floor of meat laboratory (see floor plan above). In the basement are facilities for smoking, by-products processing and additional coolers and freezers. The second floor contains a large classroom, locker rooms and a modern laboratory equipped for chemical, histological and bacteriological research with meat.

Duraface^{*} FOAMGLAS



the cellular glass insulation and integral finish



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This is a pharmaceutical tablet drying room recently completed by SCHERING CORPORATION at their Union, N.J., plant. They picked new Duraface FOAMGLAS to insulate and finish the walls in one operation. They say: "These remarkable cellular glass blocks give us dependable insulation plus an attractive and durable finish that we can wash down as often as necessary."

Tough, waterproof Duraface FOAMGLAS insulates and finishes these walls

One material, erected in one operation is both insulation *and* finish for the walls you see above. It's *Duraface FOAMGLAS* . . . the remarkable cellular glass insulation intra-fused with a hard white crust of denser sealed cells.

This unique new product gives you all the important benefits of long-lasting, high-performance cellular glass insulation PLUS an integral finish that:

- can't peel or separate!
- is safely and easily washed because it's waterproof!

- is fireproof and vermin-proof!
- takes greater impacts than standard applied finishes!

Find out today how you can solve your insulation and finish problems with one material . . . *Duraface FOAMGLAS*! Write us for a sample and descriptive folder.

Pittsburgh Corning Corporation

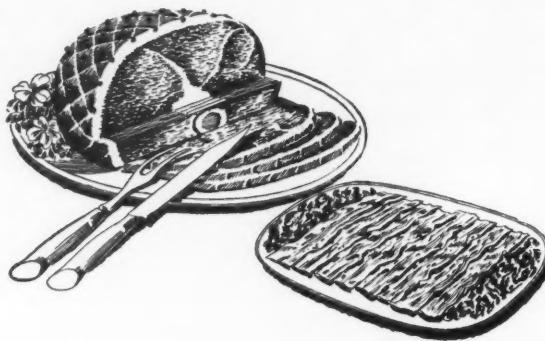
Dept. Y-95, One Gateway Center
Pittsburgh 22, Pennsylvania

In Canada: 57 Bloor St. W., Toronto, Ontario

*A trademark of Pittsburgh Corning Corporation

New Duraface FOAMGLAS is completely waterproof. You can scrub it or hose it down without impairing its high insulating efficiency.





for consistently fine hams and bacon
with outstanding flavor, outstanding sales appeal...

FEARN'S FINE CURES

... Straight, Complete or
Special . . . to meet your exact needs

"Day in, day out, I can *depend* on that brand for extra goodness" . . . "flavor's always fine". These are the customer words that mean *continuing* good sales for you. And these are the kinds of statements you can expect to hear when you rely on Fearn Cures for ham and bacon. Even under the fast-curing, high production schedules you must maintain now and during the days ahead, Fearn Cures give a rich, rounded, delightful flavor . . . handsome color . . . consistently fine appeal from *end* to *end*. Curing action is *dependably uniform* because Fearn Cures . . . Straight, Complete or Special . . . are always accurate, uniform blends of the very finest ingredients. You can depend on them always for excellent results, so that in turn your customers can always look to you for products of outstanding merit! Let the Fearn man make a test run with you.

FEARN
flavors you can trust

QUALITY CONTROL CERTIFIED BY *FEARN Foods Inc.*

FRANKLIN PARK, ILLINOIS



Every Shipment to You is
Quality Control Certified

You can depend on Fearn's Cures for Ham and Bacon, just as you can depend on all Fearn products. Before your order is shipped it must meet with every one of Fearn's many strict quality requirements. A coded Fearn Quality Control Certificate is placed on its container as a sure guarantee of quality. Look for it on every shipment . . . it tells you that here, as always, are "flavors you can trust".

How Cartoon Character Does Job for Packer



HOW Al Capp's "Hot Dog Davey" can be aggressively put to work and the idea implemented in many types of hot dog promotion techniques has been demonstrated by David Davies, Inc., of Columbus and Zanesville, Ohio.

The company's integrated campaign was described by Andrew J. Alpers, account executive for the Radow Advertising Agency, Columbus, which represents David Davies, Inc. The meat packing concern, he said, immediately saw the promotional possibilities of Hot Dog Davey when the birth of the character first was announced by Tee-Pak, Inc., Chicago.

Involved in the promotion efforts were H. W. Jameson, David Davies president; D. G. Cowman, the company's general manager; R. F. Mead, assistant manager; Joan D. Deckman, art director for the agency, and Alpers. Their aim was to take advantage of the basic promotion tools available in order to boost hot dog sales volume with Hot Dog Davey. News-

paper and direct mail activities were included in the David Davies plan.

The *Columbus Dispatch*, an evening paper with a circulation of 165,379, was used for the print advertising. The Hot Dog Davey character was featured once a week, on Thursdays, in a 600-line advertisement. The agency tried to get these ads on the women's or society pages to keep them out of the bulk food ads which run this day.

Alpers pointed out that the usual way of handling a character like Hot Dog Davey is to adopt him as a trademark and use him as part of the advertiser's logotype. "However," Alpers went on, "we felt that Davey was strong enough to stand on his own two bare feet and become a dominant art element to carry the story."

He said that Joan Deckman was successful in working the Al Capp drawing into a "Capp-like" situation and still stay with the company's main selling theme. She carried out the

Something wonderful has happened to wiener! Each plump, juicy David Davies All Meat Wiener has been packed helping fill all of genuine Wisconsin Cheddar Cheese to give you the new and exciting flavor of David Davies Cheese Wieners. There's none other like it. Only the heart of the Cheddar and the finest selected beef and pork are used. Spices, meat and cheese are blended into each tender, tasty wiener following David Davies' own secret formula . . . guaranteed to satisfy. Made and distributed fresh daily in Ohio. Pick up a package at your favorite market.

DD

The Family Favorite for Fifty Years

The character, Hot Dog Davey, ties in harmoniously with the packer's name in these newspaper ads. The ad at left gets its selling pitch across by implication while the ad above carries enticing copy about prepackaged franks made with cheddar cheese in them.

whimsical feeling of Capp's characters as well as a hard-selling message for the product. Sometimes this was accomplished through art elements and sometimes through headlines which tied in with the character's pose.

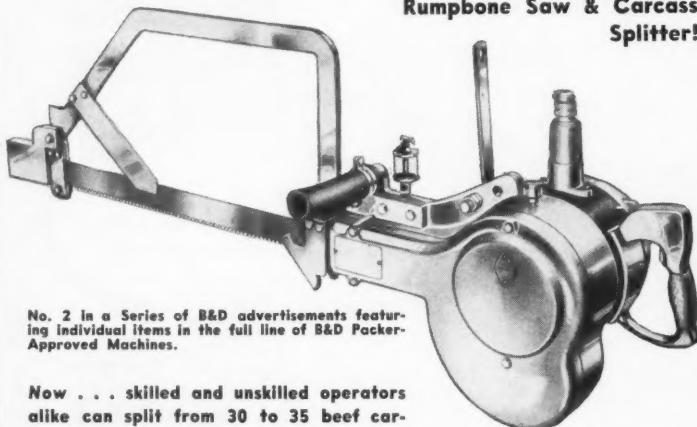
Rather than develop new television commercials around the Hot Dog Davey character, the agency merely tagged the existing film commercial with two Hot Dog Davey slides which told a little story in themselves. It was found to be an effective and inexpensive method of altering the existing commercial into a new theme, and it gave the Hot Dog Davey symbol extensive coverage in the area. Station WBNS-TV, which telecasts to 33 counties with more than 425,000 TV sets, was used. Then 60- and 20-second spots were used each week. Most of these ran on Thursday and Friday, and all were adjacent to top rated network and local shows.

David Davies purchased a large quantity of the complete in-store promotion kits from Tee-Pak. These were placed in such supermarkets and chain stores as Kroger, Big Bear, Food Town and Super-Duper.

"The managers of the stores were attracted by the colorful display and were able to tie in with the advertising campaign very effectively," Alp-

FOR GREATER EFFICIENCY AND ECONOMY...

It's the New B&D Streamlined, Splashproof Combination Rumpbone Saw & Carcass Splitter!



No. 2 in a Series of B&D advertisements featuring individual items in the full line of B&D Packer-Approved Machines.

Now . . . skilled and unskilled operators alike can split from 30 to 35 beef carcasses per hour. Faster, cleaner and more accurate cutting permits substantial savings in both time and labor . . . increases production, boosts cut yields and lowers production costs. Recommended for both moving chain conveyor system and stationary killing bed layout.



BEST & DONOVAN

332 S. MICHIGAN AVE., CHICAGO 4, ILL.

Invest in the Best . . . Buy B & D Machines

WHAT DO YOU KNOW ABOUT

"Productivity and Cost Reduction in the Meat Industry"

A new book by industrial engineer E. Michael Bannester, which is sold only by the PROVISIONER, discusses:

1. From marginal to profitable operation through increased productivity.
2. Productivity and efficiency, the man-hour, unit labor costs, etc.
3. Plant layout and materials handling; productivity relationship.
4. Incentive: work simplification versus speedup.
5. Work measurement; motion and time study; job evaluation.
6. Cost control.
7. Quality control and its application to meat packing.
8. Industrial engineering: how and who.
9. The hog kill; productivity gauge; how to check your labor cost.
10. The hog cut out; gauging; measurement by piece or weight.
11. The cattle kill; productivity gauge; labor saving developments.
12. Boning; productivity; integration of work standards.
13. The sausage kitchen; efficiency, scheduling; operations analysis.
14. Pre-packaged meats; productivity gauges and cost savings.
15. Canning.
16. Order assembly, packing and shipping; order picking, product grouping, line planning, etc.

Send order and remittance (\$6.50 per copy plus 25c if foreign shipment) to
BOOK DEPARTMENT

THE NATIONAL PROVISIONER

15 West Huron Street

Chicago 10, Illinois

ers reported. "The case did an excellent selling job by increasing wiener volume soon after it was put on the floor. The fact that stores were able to use it as a second meat case, with exclusive display, was a major factor in this sales increase."

Alert to all promotional possibilities, David Davies salesmen aided the operation by taking tear sheets of the advertisements with them when they called on buyers and meat counter managers to demonstrate how the packing firm was helping them with consumer level advertising. Managers of stores which were not given the display case were supplied with point of purchase materials so they could tie in with the newspaper and television advertising.

Because of the uniqueness of the promotion, feature articles on it were suggested to the editors of the newspapers. Valuable publicity space was achieved to heighten the public's interest in Hot Dog Davey.

David Davies also took advantage of the merchandising departments at the newspaper and television station and sent out letters and reproductions of the Al Capp drawing to approximately 500 retailers in Central Ohio. These mailings were aimed at familiarizing the grocers with the promotion and explained in detail how the promotion would help them increase the sale of wieners.

"As a whole," Alpers concluded, "we felt that the campaign offered us a wonderful chance to tie in with a well-known cartoonist and some excellent merchandising aids at a very minimum of cost. The store managers and the management at David Davies all warmed up to the promotion immediately. The consumers' attitudes toward the promotion made the controllers very happy, also." ■

Felin Advertising to Be Integrated with Morrell's

In order "to coordinate various aspects" of its advertising program, John Morrell & Co., Ottumwa, will relinquish the services of Lewis & Gilman, Inc., Philadelphia, effective October 1, Hugh F. Bell, Morrell advertising manager, has announced.

The Philadelphia agency has been handling the advertising account of John J. Felin & Co., Inc., Philadelphia, a Morrell subsidiary.

Campbell-Mithun, Inc., Chicago, which handles advertising for the Morrell company's meat products as well as for its Red Heart dog food, will serve the Philadelphia subsidiary and integrate that plant's advertising with that of the parent company.

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ONER

In **DETROIT** as in **WARSAW...**
fine sausage-makers use natural casings!

You'll make your best
POLISH SAUSAGE with
ARMOUR HOG CASINGS!

Fine sausage-makers in Detroit who know how to match the *old-world flavor and quality* of the best Polish Sausage use Armour Hog Casings!

Why? One reason is that every Armour Hog Casing has the even porosity that insures maximum smoke penetration for richer sausage flavor. And these *natural* casings cling tightly to the meat during cooking—keep your sausage looking plump and well-filled.

There are Armour *natural* casings to help you achieve old world quality for every kind of sausage you make. You'll find our casings meet all of your requirements for uniformity of size, shape and texture—for only our best casings are ever sold for sausage-making!



ARMOUR AND COMPANY

Casings Division, General Offices, Chicago 9, Illinois

Greaseproof PROBLEMS



are
Our Meat

If a meat packaging problem has you puzzled, let Rhinelander glassine or greaseproof paper solve it. These functional papers are greaseproof, inexpensive, and can be tailored to fit your requirements. They're used in dozens of ways in the meat packing industry. Let us show you how you can use them—and cut packaging costs at the same time.

RHINELANDER

Paper Company • Rhinelander, Wisconsin



Irradiation Sterilization Progress to Be Shown at First Atomic Trade Fair

The most comprehensive array ever assembled of peacetime industrial applications of atomic energy and advances in such research areas as irradiation sterilization of meats will be displayed to the public during the first U. S. "Trade Fair of the Atomic Industry" September 26-30 in Sheraton Hall, Sheraton-Park Hotel, Washington, D. C.

Sponsor is the Atomic Industrial Forum, a non-profit organization of industry, education and labor dedicated to the development and full-scale application of nuclear energy for constructive purposes.

More than 70 American industrial organizations and a group of U. S. and foreign government agencies and government research contractors will participate.

Principal exhibit involving irradiation sterilization of foods will be supplied by the Quartermaster Food and Container Institute, Chicago. It will show latest results of research into radiation sterilization of meats and hurdles now standing in the way of its commercial application. Samples of irradiated fresh meats and sausage will be on display during the five-day trade show.

Several of the industrial exhibits also will refer to radiation sterilization of foods.

Three days of panel discussions, luncheon and dinner meetings also are scheduled at a forum to be held concurrently with the trade fair. A paper on "Radiation Processed Foods and Drugs" will be delivered Wednesday afternoon, September 28, by a representative of the Federal Food and Drug Administration.

Complimentary tickets for this new kind of trade fair may be obtained by writing the Atomic Industrial Forum, 260 Madison ave., New York 16.

Foreign Aid Chief Sees No Big Cuts This Year

There will be no large-scale cuts in foreign aid spending before fiscal 1957 except in "peripheral areas," John Hollister, head of the International Cooperation Administration, said recently in his first news conference since he became foreign aid chief.

Any changes in the foreign aid program will be reflected in the fiscal 1957 budget, which is under study by the ICA at the present time, he added.

The Meat Trail...

McCarthy, Grier Assigned New Duties at John Morrell

Assignment of new responsibilities in the general offices of John Morrell



E. GRIER



F. McCARTHY

& Co., Ottumwa, has been announced by W. W. McCallum, president.

F. E. McCarthy has been named general provision manager for the company. He formerly held the position of assistant general provision manager. He succeeds E. J. Grier, a vice president and director, in order that Grier may assume the responsibility for all legal matters and special assignments warranting the attention of an officer of the company.

Swift Names Orwin Manager Of Gem State Packing Co.

The appointment of Wallace G. Orwin as manager of Gem State Packing Co., Boise, Idaho, has been announced by Swift & Company, Chicago. Swift recently bought the plant from Central Eureka Corp. of San Jose, Calif.

Orwin joined Swift at the East St. Louis plant in 1929 and later served in the beef department in the general offices at Chicago and as head of the beef, lamb and veal department at the Nashville (Tenn.) plant.

He was transferred to the president's staff in Chicago for specialized training in 1952 and later that year was appointed manager of the Swift plant at Hallstead, Pa. In February, 1952, he returned to the president's office, his most recent assignment.

Fire Hits Old Cudahy Plant

The abandoned plant of The Cudahy Packing Co. at Sioux City, Iowa, which is being razed by a wrecking and salvage firm, was hit this week by a \$250,000 fire that destroyed four major buildings and several smaller ones.

The wrecking firm, Phillip Greenberg & Co., St. Paul, recently purchased all 50 buildings of the plant.

PLANTS

Union Packing Co., Los Angeles, is discontinuing sheep killing operations at the former Merchants Packing plant which Union bought recently. Sheep killing will be replaced with a calf killing line of 60 head per hour capacity. The new operation is expected to be under way by October 1, according to Al Alfieri, Union plant superintendent.

Freedman Bros. Packing Co., 4905 Calhoun rd., Houston, Tex., has requested a city permit to build a new \$500,000 plant in the Calhoun rd. packinghouse area.

Fire of undetermined origin caused \$16,000 damage recently to the plant and machinery of Jason Meat Products, Buffalo, N. Y., operated by John Amodeo.

Intercontinental Packers, Ltd., has completed arrangements to open distribution facilities in The Pas, Manitoba. The new branch will be located in a former creamery. Freezing and storage facilities will be added to the building.

Zenith Meat Co., Wilmington, Del., has received a city building permit for \$48,000 worth of alterations.

Dubuque Packing Co., Dubuque, Iowa, has notified the secretary of

state's office that it is increasing its capital stock by \$3,650,000 to a total of \$10,000,000.

JOBS

Stark, Wetzel & Co., Inc., Indianapolis, has announced the promotion of two employees in the beef division. Don Reid, sr., was appointed beef sales manager, and Joseph Buscemi was named assistant beef sales manager. Reid, who has served in the beef division since 1947, formerly was director of meat grading for the state of Indiana. Buscemi joined the firm in 1948 and returned after service as a Marine Corps officer in the Korean conflict. He was an All-Conference and All-American football player while a member of the Purdue University team.

Swift-Canadian Co., Ltd., Toronto, has named L. G. Irvine as head of the company's hotel, restaurant and institution business in Canada. His headquarters will be in Toronto.

W. W. Parkman has been promoted to the post of Boston district manager for Armour and Company. He formerly was assistant district manager at Hartford, Conn.

Appointment of Roscoe H. Day as employment manager for the Ottumwa plant of John Morrell &



NEW ADVERTISING campaign of Merkel, Inc., Jamaica, N. Y., is discussed by executives of the pork packing firm with ad agency personnel at meeting in Toots Shor's restaurant. Fall and winter promotion is to be one of biggest ever launched in the New York area by a local packer. All media will be employed. Shown (l. to r.) above are: Howard Firor, Merkel vice president; Al Merkel, sr., Merkel president; Albert L. Lesser, president of the Blaine-Thompson Co., Inc., New York ad agency; Al Merkel, jr., Merkel advertising and sales promotion manager; Sinclair Robinson, new chairman of the Merkel board of directors; Henry Keane, sales director of Merkel, and Herbert J. Stiefel, Blaine-Thompson vice president.

Co. has been announced by JOHN BLANKENSHIP, plant manager. Day succeeds JACK W. MATHEUS, who resigned last month to accept a position in Detroit. With Morrell since January, 1949, Day has served as an interviewer, a counsellor and director of supervisory training for the Ottumwa plant.

THOMAS KING, former representative for Kingan Inc., Indianapolis, in the Nashville (Tenn.) area, has been named sales manager for Sunnydale Meat Products, Nashville. The new Sunnydale firm, owned by ERNEST E. CRITTENDEN, began operations last week.

EDWARD E. WATTE has been appointed sales manager in charge of the Chicago office as direct representative of Robert Lieberman, New York City processor specializing in fresh and frozen veal products. Watte formerly served as a representative of The Rath Packing Co. in Philadelphia and New York City. In his new post, he will concentrate on the sales and promotion of institutional and retail packages of controlled portion veal items and veal roasts packed in printed polyethylene casings. The Lieberman firm serves sausage manufacturers as well as hotel and institutional suppliers. Watte is making his headquarters in the Stock Exchange bldg., 120 S. LaSalle st., Chicago. The telephone number is CEntral 6-5811.

TRAILMARKS

LORENZ NEUHOFF, JR., of Roanoke, Va., has been named a member of the Northwestern Mutual Life Insurance Co.'s 1955 policyholders' examining committee, it was announced at the firm's headquarters in Milwaukee. Neuhoff is president of Valleydale Packers, Inc., Bristol, Va., Reelfoot Packing Co., Union City, Tenn., Frosty Morn Meats, Clarksville, Tenn., and Tennessee Packers, Inc., Clarksville. The examining committee annually examines company records and reports the findings to Northwestern Mutual policyholders and the board of trustees.



L. NEUHOFF

Kingan Inc., Indianapolis, will sponsor its fourth annual "Beat the Sponsor" football contest beginning September 19 over Radio Station WIRE, Indianapolis. The ten-week contest is in behalf of the firm's All

Beef Frankfurters and All Beef Cocktail Frankfurters. More than \$15,000 in prizes is to be offered to Hoosier contestants who beat the sponsor's weekly football predictions.

Among speakers at the annual convention of the Nebraska Livestock Feeders Association this week in York, Neb., was J. L. CROWLEY, vice president of The Cudahy Packing Co., Omaha. He participated in a panel discussion of "What Can Be Done to Stabilize the Feeding Business."

CASIMER BIELSKI, JR., former chief of the radio-TV section, Air Force headquarters, Pentagon, has joined the staff of the National Security Industrial Association, Washington, D. C., and will help maintain a "close working relationship between the military establishment and the meat industry," the NSIA announced. The association was founded in 1944 as

a non-profit, non-political organization and currently is composed of some 600 companies. Bielski will administer the food service advisory committee, which incorporates the meat task committee.

JOSEPH RUBIN, president of Rubin Meat Products Co., Newark, N. J., and Mrs. RUBIN celebrated their 50th wedding anniversary September 11. A son, NATHAN, is associated with his father in the business. The couple also has two daughters. Another son was killed in action during World War II.

The Arkansas Independent Meat Packers Association has launched a campaign to sell more meat through better service to the consumer and the producer. The long-range program, announced by CHRIS E. FINKBEINER, AIMPA president, includes: helping the farmers and livestock

There'll Be Less Smog in Los Angeles

What is believed to be the first smog control installation in the entire meat industry was hoisted in place at Luer Packing Co., Los Angeles, last week as residents of that city wheezed and choked through another day of acute discomfort.

Installation of a "Roto-clone" air scrubber and filter in conjunction with a n "Electrostatic Precipitator" will eliminate smoke from Luer's six smokehouses, recently installed at a total cost of \$250,000. The filter installation alone will cost approximately \$20,000 and eliminate an estimated 95 per cent of the smoke previously emitted by Luer's 34 uncontrolled smokestacks. If this method of eliminating smokehouse smoke is successful, it is believed that other packers in metropolitan areas will follow with similar installations. With Luer's 34 former smokestacks replaced by the new equipment, haze conditions are expected to lessen in the Vernon area. It is only part of Luer's program of cooperation with Air Pollution Board officials to eliminate the Los Angeles smog problem.

On hand for the installation ceremony were ALBERT C. LUER, president of Luer Packing; WALTER LUER, vice president, and officials of American Air Filter Co., manufacturer of the smog control equipment. A special 125-ft. crane (see photo) was used to lift the two-ton Rotoclean and smaller electronic precipitator to the roof of the plant.



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breeders improve their animals, solving marketing problems, building up the quality of Arkansas meat and meeting consumer demands. The association plans to conduct educational workshops on growing and marketing beef cattle and to develop a livestock promotion team composed of farmers, processors, handlers, retailers and consumers, Finkbeiner said.

During the current fiscal year, Geo. A. Hormel & Co., Austin, will have paid a total of \$1,495,000 to 9,418 employees on vacation, reports *Squeal*, the Hormel news magazine, in its September issue. The vacations will total 19,318 weeks.

Packers in the Portland (Ore.) area recently honored GEORGE C. HAUBOLD, veteran Fred Mayer meat buyer, at a barbecue observing his retirement after 27 years of service to that food chain. GENE MALO, manager of Del Monte Meat Co., was host at the outdoor event.

Henry Fischer Packing Co., Louisville, bought the grand champion market hog at the Kentucky State Fair this week, paying a record \$61 per cwt. The champion was the light-weight Duroc Jersey entry of Howell Brothers' Farm at Hodgenville. The reserve champion, a heavy weight Poland China, was sold to Parnelle Packing Co., Simpsonville, for \$31 per cwt. Owner of the reserve champion was ROY LEE ROMAN, Fern Creek.

A seven-day trip to the nation's capital this week for 32 Hoosier 4-H Club achievement winners was sponsored by Stark, Wetzel & Co., Inc., Indianapolis.

D. V. Brown and Co., Los Angeles, has signed a contract with Armour and Company to serve as broker in the Los Angeles area for Armour's flash frozen meats retail line.

HENRY S. GROSSMAN of Henry S. Grossman Co., Los Angeles pelt broker, left recently for an extended business trip in Europe.

Corned beef and other meat products processed one night last week in the Brooklyn plant of Hebrew National Kosher Sausage Co. were being served shortly after 2 p.m. the next day in Cleveland delicatessens as weekly air deliveries of the meat products were inaugurated. The first 1,000-lb. shipment arrived on an American Airlines DC-6B. EDWIN SAND, president of the Retail Delicatessen Association of Greater Cleveland, said air delivery in a few hours contrasts with 48 to 72-hour shipping time in a refrigerated rail car.

DEATHS

HARRY THEOBALD, SR., president of The Theobald Industries, Kearny, N. J., died September 9. Survivors include HARRY THEOBALD, JR., vice president of the rendering concern, and GEORGE THEOBALD, secretary-treasurer.

PHILIP PLONSKER, 50, secretary of M. Luck, Inc., Milwaukee, died September 10.

Roberts and Oake Honors 38 Employees for Service

Thirty-eight veteran employees of Roberts and Oake, Inc., Chicago, were honored for their service records at a recent company picnic for employees and their families, which drew more than 1,500 persons.

In recognition of their more than 25 years of continuous service, 36 men and two women were presented with watches suitably inscribed. Presentations were made by W. W. McCALLUM, president of the parent firm, John Morrell & Co., and R. I. PETERS, vice president and general manager of Roberts and Oake.

Oldest employee in point of continuous service is CECIL J. HEALE, who has 35 years with Roberts and Oake. Also honored was JESSE VAUGHN, long-time president of Local No. 29 UPWA-CIO, which represents the Roberts and Oake employees. The two women recognized for long service are MARY MAZEL and FLORENCE PRUSINSKI, who have 33 and 30 years, respectively.



THE HANOVER Fair is on the itinerary of Curt E. Dippel, president of C. E. Dippel Co., New York City, shown as he boarded a Lufthansa Constellation bound for Germany at New York International Airport. The firm supplies machines to the meat industry. Dippel will spend a few weeks traveling in Germany in connection with his company's business.

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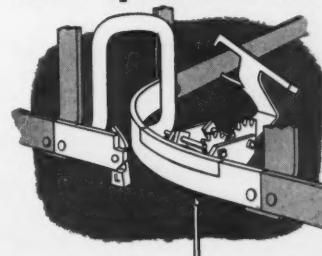
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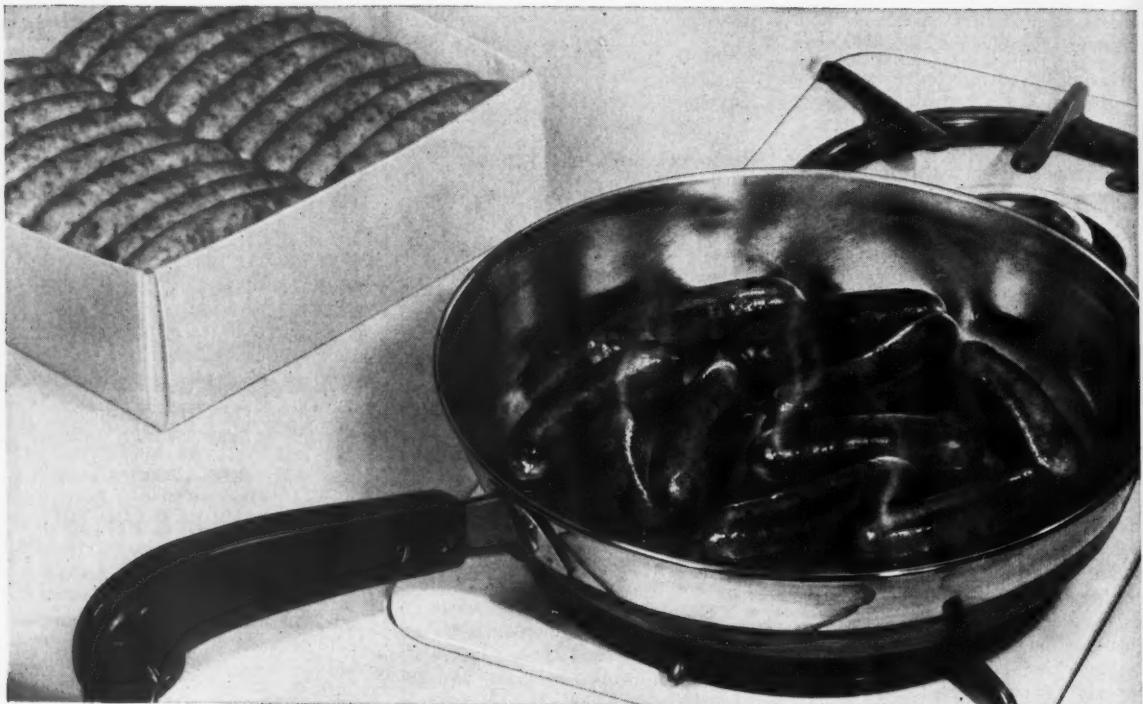
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THE NATIONAL PROVISIONER

Operations

Proper Selection, Use and Care of Hose

By H. NYE JOSLEYN

OBTAINING MAXIMUM satisfactory operating life from hose used in the packinghouse depends on intelligent purchasing, care in use and the proper installation and upkeep. Knowledge of hose construction (see page 22 of the NP of September 3, 1955) and of the purpose for which it is to be used in the plant, are vital factors in proper selection.

PURCHASING: In ordering hose the first thing to be considered is obtaining accurate information on the characteristics required for its intended use. What element will be conveyed at what temperature and pressure? What existing outside conditions of wear, temperature, or harmful solvents may cause rapid deterioration if special construction is not specified? Expense and inconvenience will be saved if all necessary information concerning probable use, and possible abuse, is contained in the first order.

Compounds used in manufacture are determined by the substance to be conveyed and by the surrounding influences in the area of use. For distributing regular plant water, ordinary single ply rubber may be sufficient. However, for high temperature and pressures, such as those required in cleaning beef carcasses, particular materials and features of construction are necessary. Higher pressures demand an even stronger tube lining. When resistance to high temperatures or pressures is required, or outside deteriorating influences are encountered, satisfactory operation can be obtained only by so stating when ordering.

Accepted practice is to choose a hose in which the estimated bursting pressure is four times the planned working pressure. In special cases, such as working with high pressure steam, a much higher bursting point is recommended. Under some conditions tough, resilient outer covering may be more important to long life than internal resistance. Hoses which must be handled frequently should be light in weight and as flexible as consistent with durability and safety.

CLEAN-UP HOSE probably requires greater expenditure of money in meat packing plants than any other kind. Most popular for this purpose is "creamery" hose, made to withstand the action of animal fats and

greases. Designed to endure continual hot water and low pressure steam this hose, usually of four-ply construction, has inner and outer layers of specially compounded rubber. It is supplied in 50 ft. lengths, with either white or black outer covering, and is resistant to floor abrasion and damage in pulling around corners. However, swelling and weakness may develop upon prolonged exposure to some outside elements. Color of the outer layer seems to have little if any bearing on the practical life span.

Breakdown has been analyzed to be more frequently caused by misuse rather than weakness. Premature failure is often caused by alternate prolonged exposure to cleaning detergents, oils and solvents; contact with hot steam pipes; kinking; hard pulling; running over by trucks; use of excessive steam or air pressures and improper installation of hose nipples and nozzles.

Storage between use should be in specially designated areas, on rounded hangers or coiled neatly on the floor in a clean, dry location of moderate temperature. A few minutes taken to clean the outer covering before storing will lengthen life, particularly of hose used about the kill, cut and inedible departments and stockyards. Use of excessively high pressures and temperatures in cleanup hose to flush sewers or to feed air to pneumatic tools is costly; it is better to procure a more applicable hose. Shutoff valves at the end of hose runs, while convenient and necessary for some operations, require hose of special qualifications. Valves are not recommended for general use on the ends of ordinary "creamery" hose.

WELDING HOSE and high pressure air hose regularly come in five- to six-ply wrapped construction from $\frac{1}{8}$ in. to $\frac{3}{8}$ in. inside diameter. While working pressure is up to 350 psi., bursting pressure may be well over 1000 psi. Deterioration can be rapid if the hose is laid on hot metal, is kinked, or run over by trucks. These potentially dangerous hoses should be laid out in safe areas when in use and neatly coiled in a protected place when stored.

STANDARD PNEUMATIC HOSE is usually of braided two- to three-ply construction in sizes of from $\frac{3}{8}$ in.

to $1\frac{1}{2}$ in. in lengths up to 500 ft. It is built to withstand severe punishment on construction jobs with the inner tube resistant to heated oil from the compressor.

PICKLE AND CURING HOSES are made of compounds which are tasteless and odorless. Usual specifications are a light color with sanitary construction inside and out. They are manufactured in from four- to six-ply with pressures up to 200 psi.

STEAM HOSE comes in braided, wrapped or all-metal styles according to the desired flexibility, applied pressure and continuity of use. For safety this kind of hose should be purchased with an exceptionally high bursting factor and used only when other ways of conveying high pressure steam are not practicable. The all-metal hose is not affected by heat, oil or grease, but is difficult to keep clean. Steam hose has been satisfactorily replaced in some instances by more secure steam swivel-joint pipe fittings.

VACUUM HOSE, such as used in canning and on vacuum mixers, is sturdily constructed to be flexible and non-collapsible. The inner bore should be smooth and abrasion resistant while the outside should be impervious to grease and friction.

PAINT SPRAY HOSES seldom operate at over 100 psi. but must be resistant to the powerfully deteriorating effects of the oils and solvents used in painting and lacquering.

FIRE HOSE, while of limited active use about the plant, can be an expensive item. First consideration should be given to how and where it is to be stored. Economy is often served by specifying, at added cost, built-in treatment to protect against mildew and rot and damage from termites and vermin. A wax treatment protects against water absorption, freezing to the ground in cold weather, adhesion of ice, and accelerates the drying time after use. Because this kind of hose will probably be stored in miscellaneous locations for long periods of time between its intended emergency uses, specifying all available preservative treatment is likely to be a sound investment.

Editor's note: More information on hose will appear in early issues.

Food Portion Control to Be Featured at Hotel Show

Exhibits covering food cost and portion control and quality improvement will be among the features of the 1955 National Hotel Exposition November 7-11 at Kingsbridge Armory, New York City.

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Literature

Conveying Packaged Materials (NL 132): Data and specifications on a complete line of medium and heavy duty roller conveyors are given in an illustrated 20-page book. Cutaway views show bearing construction and charts list roller and frame capacities. Installation photographs include roller conveyors combined with overhead cable, live-roller and vertical reciprocating lift, belt and other types of conveyors.

Steel Belts in Materials Handling (NL 133): Fully illustrated, this 48-page, hard cover book gives extensive engineering and application information on steel-belt conveyors. It describes basic features and gives details on characteristics, capacities, adaptations and design. Information on conveying materials with sharp and rounded edges, plastic and carton packaging, etc., is included.

Treating Industrial Waste (NL 134): Treatment of industrial waste to eliminate pollution and odors, recover valuable material and clarify water for re-use by packaged or individually engineered equipment is discussed in a colorful eight-page booklet. The booklet contains information on methods and machinery used for removal of large solids, separation of wastes from liquids, removal of waste by settling, flotation and skimming.

Eliminating Loading Problems (NL 135): An illustrated four-page folder describes equipment used to solve 13 difficult dock-level and ground-level loading problems.

Versatility in Materials Handling (NL 136): Battery-powered, electric lift trucks, designed for speed and maneuverability, are described in a 6-page bulletin. Tables of dimensions, capacities, weights, speeds, design and construction details and photographs are included in the two-color bulletin.

Non-Skid Open Grate Surfaces (NL 137): A 16-page booklet contains detailed information on the construction features and installation methods of anti-skid flooring, platforms, stair treads and cat walks. Typical applications of this versatile equipment are illustrated and the book contains load tables, dimensions and specifications for ordering.

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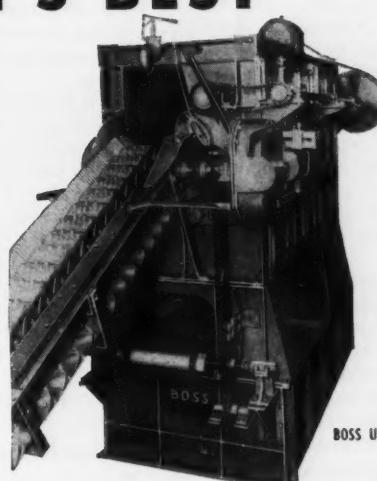


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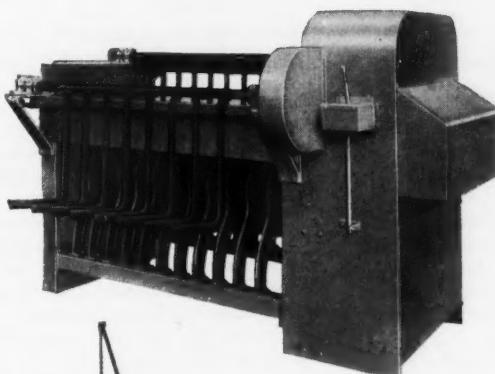
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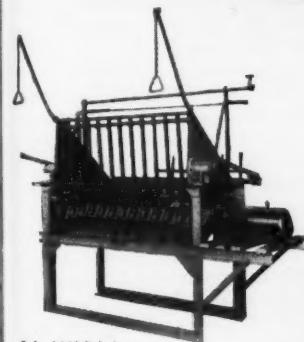
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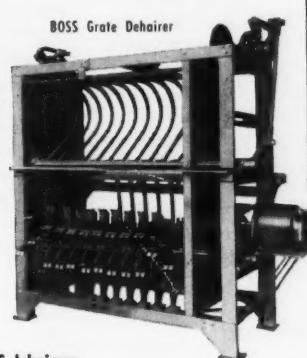
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No. 46-B BOSS Grate Dehairer	120	10	12-4 point	Mechanical Grate Lift	
No. 35-A Baby BOSS Dehairer	60	7½	12-4 point	Manual Grate Lift	
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Give More Freedom to Meat Packing Industry, Amalgamated Leaders Ask Federal Government

The Amalgamated Meat Cutters and Butcher Workmen, AFL, this week called upon the federal government to stop its "silly and unjustifiable" imposition of "harsh restrictions" on the meat packing industry.

"Each year, American packers suffer the pain of government screws tightened a little more," the more than 300,000 member union declared. "It is about time for the government to look with a degree of friendliness upon an industry as important to the nation as meat. . . . It is about time for the government to stop treating the meat packing industry as a stepchild."

Earl W. Jimerson and Patrick E. Gorman, Amalgamated president and secretary-treasurer, respectively, suggested that "the government could release the imposed restrictions except, of course, those having to do with sanitation." Concerning the latter (meat inspection) they said they were "in favor of making them more restricting."

The two union leaders' appeal for more freedom for the meat industry is contained in an editorial which will appear in the coming issue of the Amalgamated's official publication, *The Butcher Workman*.

They said meat packing is the most competitive of the nation's basic industries. It gives the "buying public the most sanitary perishable product in the entire world and the wages and working conditions prevailing . . .

equal or surpass those in any other major industry."

"Yet," Jimerson and Gorman wrote, "there are probably more government regulations in meat packing than in all other basic industries combined. It is not allowed business practices which are considered strictly ordinary when done in any other industry."

As an example, they said the federal government would have threatened monopoly action against the packers if any had dared to issue a statement concerning any possible increase in meat prices after the recent wage negotiations. However, the steel and automotive industries increased their prices with immunity following recent collective bargaining.

"The present attitude of the government toward the meat industry is as silly as it is unjustifiable," Jimerson and Gorman declared.

Federal Flood Insurance Program is Proposed

A federal flood insurance and re-insurance program was proposed this week by two Massachusetts senators, whose state was among those hit in the recent disaster in the Northeast.

Senators John F. Kennedy (D) and Leverett Saltonstall (R) invited other senators to co-sponsor a bill they plan to introduce in the next session of Congress.

Need for such a program, they said, was emphasized by the recent flood which caused "over \$2,000,000,000" in damage for which businessmen and home owners had no insurance. Private insurance companies, they pointed out, cannot offer flood insurance now because of lack of a sufficiently broad base to spread risks, difficulties of estimating risks involved and the necessity for coping with 48 different state laws.

The senators' plan is based on federal insurance plans covering war damage, maritime war risks and crop damage.

Frozen Pre-fabricated Meats to Be Discussed

The National Association of Food Chains will weigh the future effect of frozen pre-fabricated meats and irradiated foods on chain store business at the group's 22nd annual meeting in Chicago.

"Blue for Tomorrow" is the theme of the convention, which will be held October 30 through November 2 at the Palmer House.



NEW STOCK line of cover-all heat seal labels for prepackaged luncheon meats has been introduced by Paramount Paper Products Co., Omaha. New labels feature cut-to-size luncheon meat pictures, such as boiled ham above, printed in natural color. Known as Duo-Purpose Pro-Tecto Seals, the new line has been designed primarily for use with machine printed labels which do the pricing. Seals help merchandise the product and give protection against light.

Flashes on suppliers

SMALE METAL PRODUCTS CO.: Election of AGNES C. OLSEM



AGNES C. OLSEM

Agnes C. Olsem, who has had 17 years experience in the meat packing industry, has for the past eight years been connected with the Manufacturers Cooperative Association.

CONTINENTAL CAN CO: Appointment of Dr. ROBERT M. BRICK as director of the department of metallurgy has been announced by CURTIS E. MAIER, general manager of the division. Brick, who has had extensive experience in metallurgy, is the author of over 30 scientific papers and a college textbook.

DOW CHEMICAL CO: Construction of a plant in Torrance, Calif., for the manufacture of Styrofoam insulation will start this month, R. L. CURTIS, vice president and general manager of Dow's western division, announced. The new plant will be located with other Dow facilities in Torrance.

MERCK & CO., INC.: H. GEORGE WOLFE has been appointed advertising manager of the chemical division of this Rahway, N. J., company.

CARRIER CORP.: Joint entry into the truck-trailer refrigeration field by this Syracuse, N. Y., company and Air Conditioning Division, Tropic-Aire, Inc., has been announced by LOREN FLETCHER, vice president of Carrier, and FRANK B. KNIGHT, president of Air Conditioning Division. Under a development, manufacturing and marketing arrangement, the two companies will supply trailer refrigerating units under the trade name, Tropic-Aire Carrier. Tropic-Aire, Inc., will handle all manufacturing, sales and service.

CROWN ZELLERBACH CORP.: An agreement providing for the merger of Gaylord Container Corp. into Crown Zellerbach Corp., has been announced by J. D. ZELLERBACH, president of Crown Zellerbach, and EDWIN J. SPIEGEL, Gaylord president. Zellerbach said the merger would enable his company to serve the national market more effectively.

ALL MEAT . . . output, exports, imports, stocks

Holiday Cuts Meat Output 8 Per Cent

The holiday made an 8 per cent cut in meat production last week as output for the period declined to 355,000,000 lbs. from the record high of 384,000,000 lbs. the previous week. However, slaughter continued relatively high as the week's volume of meat stood 11 per cent above the 320,000,000 lbs. turned out in the same period of 1954. Cattle slaughter was down 10 per cent, but 8 per cent larger than a year ago. Hog slaughter fell 5 per cent from the full week before, but was 9 per cent larger than last year. With the range lamb movement underway, slaughter of lambs was larger than the week before last year. Estimated slaughter and meat production by classes appear below as follows:

Week ended	BEEF		PORK (Excl. lard)	
	Number	Production	Number	Production
	M's	Mil. lbs.	M's	Mil. lbs.
Sept. 10, 1955	340	192.2	1,001	132.9
Sept. 3, 1955	401	212.5	1,056	140.1
Sept. 11, 1954	334	169.2	921	120.1

Week ended	LAMB AND MUTTON		TOTAL MEAT PROD.	
	Number	Production	Number	Production
	M's	Mil. lbs.	M's	Mil. lbs.
Sept. 10, 1955	135	17.6	278	12.0
Sept. 3, 1955	149	20.0	267	11.5
Sept. 11, 1954	147	19.8	248	10.6

TOTAL MEAT PROD.	
Per cent	Mil. lbs.
355	320

1950-55 HIGH WEEK'S KILL: Cattle, 416,624; Hogs, 1,859,215; Calves, 182,240; Sheep and Lambs, 367,561.

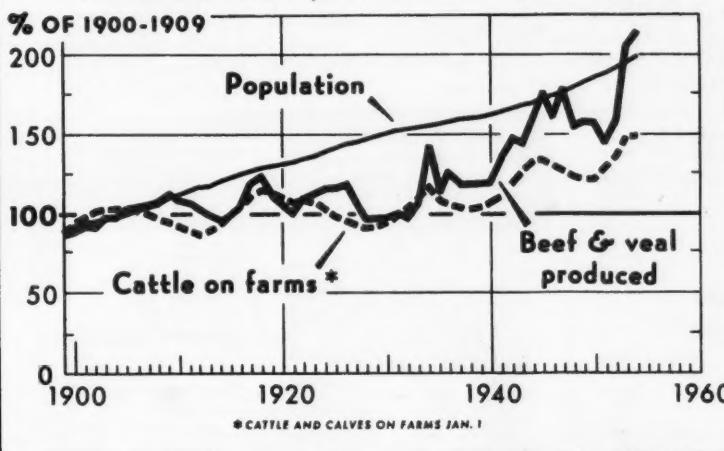
1950-55 LOW WEEK'S KILL: Cattle, 154,814; Hogs, 641,000; Calves, 55,241; Sheep and Lambs, 137,677.

AVERAGE WEIGHTS AND YIELDS (LBS.)

	CATTLE		HOGS	
	Live	Dressed	Live	Dressed
Sept. 10, 1955	960	534	229	133
Sept. 3, 1955	955	530	230	133
Sept. 11, 1954	939	507	228	130

	SHEEP AND LAMBS		LARD PROD.	
	Live	Dressed	Per cwt.	Mil. lbs.
Sept. 10, 1955	235	130	13.1	30.0
Sept. 3, 1955	240	134	13.5	32.7
Sept. 11, 1954	246	135	12.4	26.0

CATTLE NUMBERS, BEEF PRODUCTION, AND POPULATION



Beef and veal output has been at record high since 1953. It has increased faster over time than cattle inventories, because cattle of beef type have become a larger proportion of the total; cattle are fed better; calf crops are larger; death rates are reduced; more are slaughtered as cattle rather than calves; and slaughter weights are heavier. Beef output is high also in relation to population. Consumption per person was a record in 1954, and is equally high this year. Cattle numbers and beef output are currently about stable at their record levels, and few changes are likely in 1956.

Cuba Meat Imports Continue Large; Most Comes From U.S.

Imports of cured pork by Cuba during 1955 will probably be the largest in recent years, the Foreign Agricultural Service has disclosed. Imports during first half 1955 were 16,000,000 lbs., or almost double the 9,000,000 lbs. received during January-June, 1954. All of these imports were received from the United States, except 83,500 lbs. from Europe.

Imports of fresh beef, all of which were from the United States, reached 315,000 lbs. for first half of 1955, as compared with 227,000 lbs. for the corresponding period in 1954. During the period, imports of live animals were limited to small numbers of cattle and hogs brought in for breeding.

The larger imports can be attributed mostly to relatively low prices which have prevailed since the beginning of the year and to relatively high consumer buying power.

Cuba's exports of livestock byproducts consist principally of cattle bones, casings, trimmings, and tankage. During first half 1955, there were 5,730,000 lbs. of cattle bones, 5,090,000 lbs. of tankage, 5,100,000 lbs. of trimmings and 264,000 lbs. of beef casings exported to the U. S.

For first half 1955, commercial beef production was about 148,000,000 lbs., and production from farm slaughter is roughly estimated at 2,000,000 lbs. Slaughter houses are believed to have produced 12,000,000 lbs. of pork. In addition, production from farm slaughterings is tentatively estimated at 17,000,000 lbs.

New Zealand Considers Supports for Meat Prices

New Zealand hopes to introduce floor prices for export meat on October 1, 1955, the Foreign Agricultural Service has revealed. There has been much discussion of price supports in the past few months, but details of the proposed plan are still in question. There is, however, agreement that supports should be made available and should begin with the next marketing season (October 1).

At present there is a fund equivalent to \$118 million in the meat pool account, which was accumulated over the years by withholding from producer receipts.

For results of hog cut-out test, please turn to page 53.

PROCESSED MEATS . . . SUPPLIES

Almost 50% of U. S. Lamb, Mutton Eaten in Northeast

Almost 50 per cent of all the lamb and mutton domestically produced during 1954 was shipped for consumption to the Northeast, an area which includes only a fourth of the total U. S. population, according to the U. S. Department of Agriculture. This is shown by a survey made by the Department's Agricultural Marketing Service, with the cooperation of the American Meat Institute, the National Independent Meat Packers Association, and the Western States Meat Packers Association, Inc.

The three Pacific States—California, Oregon, and Washington—which comprise 10 per cent of the total population, received over 20 per cent of all lamb and mutton shipped last year, with most of this being available in California.

Approximately 15 per cent of the lamb and mutton shipped during 1954 went to the east north central states, with Illinois and Michigan showing the largest consumption in this region, which accounts for 20 per cent of the total U. S. population.

Areas where lamb and mutton were shipped in relatively small amounts included the southern, west north central, and mountain states. These areas make up 44 per cent of the total population, but received only 15 per cent of the 1954 total lamb and mutton shipments.

The survey is based on reports of shipments by packing companies which produced 92 per cent of all federally inspected lamb and mutton dur-

ing 1954. In addition, the survey includes estimates of all other commercial production and of production from farm slaughter. The survey was undertaken by the Market Development Branch of AMS to help the trade in planning improved merchandising programs for lamb and mutton.

In the survey, federally inspected meat packers slaughtering sheep and lambs during 1954 were asked to report their shipments of lamb and mutton for the year by states. Packers also were asked to exclude shipments to other slaughtering or meat processing plants and to exclude lamb or mutton boned out for processing into other meat products, such as canned meat and sausage. This prevented a possible duplication. Shipments for export were excluded also.

These data were combined by states with non-federally inspected dressed-weight production of lamb and mutton as estimated by the USDA and its estimates of dressed-weight production from farm slaughter. Since non-federally inspected meat, by law, cannot move across state lines, such lamb and mutton is assumed to be used in the state where it was produced.

Animal Foods Prepared

Canned food and canned or fresh frozen food component for dogs, cats, and like animals, prepared under federal inspection and certification in August 1955 amounted to 36,699,554 lbs., according to the U. S. Department of Agriculture. This compared with 32,055,566 lbs. in July and 33,190,659 lbs. in August last year.

DOMESTIC SAUSAGE

(l.c.l. prices)

Pork sausage, hog cas.,	39
Pork sausage, bulk	35@636%
Pork sausage, sheep cas.,	50
1-lb. pkge.	52 @53%
Pork sausage, sheep cas.,	50 @50%
Frankfurters, sheep cas. 50@63%	50@63%
Frankfurters, skinless	40 @41%
Bologna (ring)	39@613%
Bologna, artificial cas.	34@635
Smoked Liver, hog bungs	42@613
New Eng. lunch, spec.	57 @60
Polish sausage, smoked	60
Tongue and blood	42@6
Olive loaf	37@63%
Pepper loaf	53@6
Pickle & Pimento loaf. 36 @40%	

SEEDS AND HERBS

(l.c.l. prices)

Ground	
Whole for sausage	
Caraway seed	25 30
Comino seed	22 27
Mustard seed,	
fancy	23
Yellow American. 18	
Oregano	34
Coriander, Morocco,	
Natural, No. 1. 24	28
Marjoram, French 46	52
Sage, Dalmatian,	
No. 1	56 64

DRY SAUSAGE

(l.c.l. prices)

Cervelat, ch. hog bungs	87@90
Thuringer	46@49
Farmer	70@73
Holsteiner	72@74
B. O. Salami	77@80
Genoa style salami, ch.	91@94

SPICES

(Basis Chgo., orig. bbls., bags, basis)

Whole	Ground
Allspice, prime	1.03 1.12
Resifted	1.10 1.18
Chili Powder	47
Chili Pepper	41
Cloves, Zanzibar	57 63
Ginger, Jam., unbl.	62 66
Mace, fancy, Banda. 2.00	2.20
West Indies	1.95
East Indies	2.00
Mustard flour, fancy	37
No. 1	33
West India Nutmeg.	60
Paprika, Spanish	51
Pepper, Cayenne	54
Red, No. 1	53
White	63 69
Black	57 65

SAUSAGE CASINGS

(l.c.l. prices quoted to manufacturers of sausage)

Domestic rounds, 1% to	
1/2 inch	60@ 75
Domestic rounds, over	
1/2 inch, 140 pack.	75@ 90
Export rounds, wide,	
over 1/2 inch	1.25@1.50
Export rounds, medium,	
1/2@1/2 inch	85@1.15
Export rounds, narrow,	
1/2 inch, under	1.00@1.25
No. 1 wens.	24 in. up. 13@ 16
No. 1 wens.	22 in. up. 9@ 13
No. 1 wensand.	8@ 10
Middle, new	1.50@2.50
inch	1.20@1.40
Middle, select, wide,	
2@2 1/2 inch	1.05@1.95
Middle, extra select,	
2 1/2@2 1/2 inch	1.85@2.40
Beef bungs, exp. No. 1	25@ 34
Beef bungs, domestic	
Dried or salt, bladders,	
piece:	
8-10 in. wide, flat	9@ 15
10-12 in. wide, flat	9@ 13
12-15 in. wide, flat	14@ 21
Pork casings:	
Extra narrow, 20 mm.	
& dn.	4.00@4.35
Narrow, medium	
2@32 mm.	3.70@4.15
32@36 mm.	2.80@2.60
Spec., med., 33@38mm. 1.50@1.75	
Export bungs, 34 in. cut	
45@ 55	

CURING MATERIALS

Cwt.

Nitrite of soda, in 400-lb. bbls., del. f.o.b. Chgo.	\$.10.31
Pure rfd., grm, nitrate of soda	5.65
Pure rfd., powered nitrate of soda	8.65
Salt, in min. car. of 45,000 lbs., only paper sacked, f.o.b. Chgo., Gran. (ton)	27.00
Rock, per ton in 100-lb. bags, f.o.b. whse., Chgo.	26.00
Sugar—	
Raw, 96 basis, f.o.b. N.Y.	5.97
Refined standard cane gran., (Chgo.)	8.40
Packers, curing sugar, 100-lb. bags, f.o.b. Reserve, La., less 2%	7.55
Dextrose, per cwt.	
Cerelose, Reg. No. 53	7.55
Ex-W'h'se., Chicago	7.65

U.S. Sheep Industry Stable After 45% 1942-49 Shrink

From 1942 to 1949 the United States sheep industry shrank about 45 per cent. Since 1949 numbers of sheep and lambs have held quite steady at around 27,000,000 head and there are no signs of any important changes in the near future, according to a University of Illinois study.

Before 1947, the usual supply of lamb and mutton was around 7 lbs. per person per year. For the past five years the supply has averaged only about 4 lbs.

This drastic cut in supplies might have brought big prices for lambs, but it did not. As the supplies of lamb shrank, consumers found satisfactory substitutes in other meats, especially poultry and beef, the study indicated.

Profits from feeding lambs are more variable than those from feeding calves or yearling steers. Prices for slaughter lambs during this fall and winter seem likely to average about the same as last year, the Illinois researchers believe.

Meat Index Advances More

The wholesale price index on meat for the week ended September 6, as calculated by the Bureau of Labor Statistics, rose to 84.2 from 82.7 per cent the week before. However, this was 7.5 per cent lower than for the same 1954 period. Average primary market prices increased 0.1 to 110.6 (1947-49=100). Spot market indexes showed live steers up 2.2, tallow up 1.4, while cottonseed oil dipped 1.7 and lard, 4.5 per cent.

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CHICAGO

Sept. 13, 1955

WHOLESALE FRESH MEATS

CARCASS BEEF

(l.c.l. prices)

Native steers:	
Prime, 600/800	40 1/2
Choice, 500/700	39 1/2
Choice, 700/800	38
Good, 500/700	36 1/2
Commercial cows	24 1/2
Bulls	25 1/2
Canner & cutter cows	21

PRIMAL BEEF CUTS

Prime:	
Hindqtrs., 5/800	51
Foreqtrs., 5/800	31
Rounds, all wts.	44 @ 44 1/2
Trd. loins, 50/70 (l.c.l.)	83 @ 85
Sq. chucks, 70/90	34
Arm chucks, 80/110	32
Briskets (l.c.l.)	25
Ribs, 25/35 (l.c.l.)	55
Navels, No. 1	9 1/2
Flanks, rough No. 1	12 1/2

Choice:	
Hindqtrs., 5/800	29 @ 30
Foreqtrs., 5/800	48 1/2 @ 49
Rounds, all wts.	43 1/2 @ 44
Trd. loins, 50/60 (l.c.l.)	77 @ 78
Sq. chucks, 70/90	34 @ 34 1/2
Arm chucks, 80/110	32 @ 32 1/2
Briskets	25
Ribs, 25/35 (l.c.l.)	49 @ 50
Navels, No. 1	9 1/2
Flanks, rough No. 1	12 1/2

Good:	
Rounds	40 @ 42
Sq. cut chucks	32 @ 33
Briskets	24 @ 25
Ribs	44 @ 45
Loins	70 @ 72

COW & BULL TENDERLOINS

Cows, 3/dn. (frozen)	60 @ 63
Cows, 3/4 (frozen)	66 @ 70
Cows, 3/5 (frozen)	76 @ 80
Cows, 5/up (frozen)	94 @ 98
Bulls, 5/up (frozen)	94 @ 98

BEEF HAM SETS

Knuckles, 7 1/2 up	39 1/2
Insides, 12/up	39 1/2
Outsides, 8/up	36

CARCASS MUTTON

(l.c.l. prices)	
Choice, 70/down	13 @ 14
Good, 70/down	12 @ 13

PACIFIC COAST WHOLESALE MEAT PRICES

FRESH BEEF (Carcass): Los Angeles Sept. 13 San Francisco Sept. 13 No. Portland Sept. 13

STEER:	
Choice:	
500-600 lbs.	\$38.00 @ 40.00
600-700 lbs.	37.00 @ 38.50
Good:	
500-600 lbs.	34.00 @ 37.00
600-700 lbs.	32.00 @ 35.00
Commercial	
300-600 lbs.	32.00 @ 34.00

COW:	
Commercial, all wts.	23.00 @ 25.00
Utility, all wts.	22.00 @ 24.00
Canner-cutter	None quoted

FRESH CALF	(Skin-off)
Choice:	
200 lbs. down	37.00 @ 40.00
Good:	
200 lbs. down	35.00 @ 38.00

LAMB (Carcass):	
Prime:	
40-50 lbs.	40.00 @ 42.00
50-60 lbs.	38.00 @ 41.00

Choice:	
40-50 lbs.	40.00 @ 42.00
50-60 lbs.	38.00 @ 41.00

Good:	
40-50 lbs.	36.00 @ 40.00

MUTTON (EWE):	
Choice, 70 lbs. down	14.00 @ 16.00
Good, 70 lbs. down	14.00 @ 16.00

CHICAGO

Sept. 13, 1955

BEF PRODUCTS

Tongues, No. 1, 100's	24
Hearts, reg., 100's	11
Livers, sel., 30/50's	23 @ 24
Livers, reg., 30/50's	16
Lips, scalded, 100's	7 1/2
Lips, unscalded, 100's	7
Tripe, scalded, 100's	6 1/2
Tripe, cooked, 100's	6 1/2
Lungs, 100's	6 1/2
Meats, 100's	6 1/2
Udders, 100's	4 1/2

FANCY MEATS

(l.c.l. prices)

Beef tongues, corned	35
Veal breads, under 6 oz.	68
Veal loins, trim, 12 oz.	112
Ox tails, under 1/2 lb.	13
Ox tails, under 1/4 lb.	11 1/2
Ox tails, over 1/4 lb.	13

BEF SAUS. MATERIALS

FRESH

C. C. cow meat, bbls.	30 @ 31
Bull meat, bon'd, bbls.	35 1/2 @ 36
Beef trim, 75/80, bbls.	21 1/2 @ 22
Beef trim, 85/90, bbls.	20 @ 20 1/2
Bon'l chucks, bbls.	30
Bon'l chucks, bbls.	24
Bon'l chucks, bbls.	28 1/2 @ 29

VEAL-SKIN OFF

(Carcass)

(l.c.l. prices)

Prime:	
Hindqtrs., 110/150	41.00 @ 42.00
Choice, 50/80	35.00 @ 38.00
Choice, 50/110	38.00 @ 40.00
Good, 50/80	32.00 @ 35.00
Good, 80/110	35.00 @ 37.00
Commercial, all wts.	29.00 @ 34.00

CARCASS LAMB

(l.c.l. prices)

Prime, 40/50	42 @ 44 1/2
Prime, 50/60	None qtd.
Choice, 40/50	42 @ 44 1/2
Choice, 50/60	None qtd.
Good, all wts.	37 @ 40

FRESH CALF

(Skin-off)

Choice:	
200 lbs. down	37.00 @ 40.00
Good:	
200 lbs. down	35.00 @ 38.00

LAMB (Carcass):

(Skin-off)

Prime:	
40-50 lbs.	40.00 @ 42.00
50-60 lbs.	37.00 @ 41.00

Choice:	
40-50 lbs.	40.00 @ 42.00
50-60 lbs.	38.00 @ 41.00

Good:	
40-50 lbs.	36.00 @ 40.00

MUTTON (EWE):

(Skin-off)

Choice:	
70 lbs. down	14.00 @ 16.00
Good, 70 lbs. down	14.00 @ 16.00

Good:	
70 lbs. down	14.00 @ 16.00

NEW YORK

Sept. 13, 1955

WHOLESALE FRESH MEATS

BEEF CUTS

(l.c.l. prices)

Western

Steer:	
Prime carc.	6/800, \$42.00 @ 45.00
Choice carc.	7/800, 42.50 @ 43.50
Choice carc.	7/800, 40.00 @ 42.00
Hinds., pr.	6/700, 56.00 @ 58.00
Hinds., pr.	7/800, 55.00 @ 57.00
Hinds., ch.	6/700, 53.00 @ 56.00
Hinds., ch.	7/800, 52.00 @ 54.00

Steer:

Prime carc.

Choice carc.

Hinds.

BY-PRODUCTS . . . FATS AND OILS

BY-PRODUCTS MARKET

Wednesday, Sept. 14, 1955

BLOOD

Unground, per unit of ammonia (bulk) 5.75n

DIGESTER FEED TANKAGE MATERIAL

Wet rendered, unground, loose:
Low test 6.00n
Med. test 5.50@ 5.75n
High test 5.50n
Liquid stick, tank cars 5.75n

PACKINGHOUSE FEEDS

	Carlots per ton
50% meat, bone scraps, bagged	8 72.50@ 80.00
50% meat, bone scraps, bulk	70.00@ 75.00
55% meat scraps, bagged	87.00
60% digester tankage, bagged	80.00@ 82.50
60% digester tankage, bulk	77.50@ 80.00
80% blood meal, bagged	110.00@ 130.00
70% steamed bone meal, bagged (spec. prep.)	85.00n
60% steamed bone meal, bagged	65.00@ 70.00

FERTILIZER MATERIALS

High grade tankage, ground,
per unit ammonia 4.50
Hoof meal, per unit ammonia 6.25@ 6.35

DRY RENDERED TANKAGE

Low test, per unit prot. 1.30n
Med. test, per unit prot. 1.25
High test, per unit prot. 1.20n

GELATINE AND GLUE STOCKS

Calf trimmings (limed)	1.35@ 1.50
Hide trimmings (green salted)	6.00@ 7.00n
Cattle jaws, scraps, and knuckles, per ton	55.00@ 57.00
Pig skin scraps and trimmings	5.00@ 5.25

ANIMAL HAIR

Winter coil dried, per ton	115.00@ 135.00
Summer coil dried, per ton	90.00@ 65.00
Cattle switches, per piece	3 1/2@ 5
Winter processed, gray, lb.	22
Summer processed, gray, lb.	12 1/2@ 13 1/2

n=nominal, a=asked. *Quoted delivered.

TALLOWS and GREASES

Wednesday, Sept. 14, 1955

An improvement in activity was registered late last week, with prices steady to firm. Several tanks of edible tallow sold at 8 1/2c and 8 5/8c, Chicago basis. Bleachable fancy tallow traded at 7 1/2c, prime at 7 1/4c and special tallow at 7c, Chicago. Bleachable fancy tallow sold at 7 1/2c and 8c, delivered New York, product considered. Choice white grease, all hog, sold at 8 3/4c, c.a.f. East.

Later offerings were priced at 8 3/4c. A few tanks of not all hog choice white grease traded at 7 3/4c, Chicago. Yellow grease sold at 6 1/2@ 6 5/8c, c.a.f. Chicago, the latter price on low acid material. B-white grease was bid at 7c, Chicago, but without reported action.

No material change pricewise, at the start of the new week. The market was extremely quiet on Monday. Several tanks of bleachable fancy tallow, regular production, sold at 7 1/2c, c.a.f. East. Sellers asked 8c, f.o.b. River on edible tallow, with bids of 8 1/2c, Chicago basis. Prime tallow sold

at 7 5/8c, c.a.f. Avondale, from a favorable freight point. No. 2 tallow traded at 6 1/2c, same destination, September-October shipment. Yellow grease, regular production, sold at 7c, delivered New York. Sellers asked fractionally higher on low acid material.

On Tuesday, a few tanks of all hog choice white grease sold at 8 3/4c, c.a.f. New York. Several tanks of bleachable fancy tallow traded at 7 1/2c and No. 1 tallow at 6 1/2c, all c.a.f. Chicago. Edible tallow sold within the quoted range of 8 3/4@ 8 3/4c, Chicago basis. Additional tanks of bleachable fancy tallow, regular production, sold at 7 3/4c, c.a.f. East. A couple of tanks of yellow grease, also regular production, sold at 6 1/2c, Chicago; 6 5/8c was indicated on low acid material. A few tanks of hard body bleachable fancy tallow moved at 8c, delivered East.

Midweek trade was moderate with the market mostly steady. Bleachable fancy tallow sold at 7 1/2c, special tallow, 6 5/8@ 7c; No. 1 tallow, 6 1/2@ 6 5/8c; and yellow grease at 6 1/2c, all Chicago. Additional tanks of all hog choice white grease sold at 8 3/4c, Chicago basis. A few more tanks of reg-

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OR CONTACT YOUR LOCAL DARLING & COMPANY REPRESENTATIVE

ular production bleachable fancy tallow sold at 7½c delivered New York.

TALLOWS: Wednesday's quotations: edible tallow, 8%@8½c; original fancy tallow, 7½c; bleachable fancy tallow, 7½c; prime tallow, 7½c; special tallow, 7c; No. 1 tallow, 6½@6½c; and No. 2 tallow, 6c.

GREASES: Wednesday's quotations: not all hog choice white grease, 7½c; B-white grease, 7c; yellow grease, 6½c; house grease, 6½c; and brown grease, 5½c. The all hog choice white grease was quoted at 8½c, c.a.f. East.

EASTERN BY-PRODUCTS

New York, Sept. 14, 1955

Dried blood was quoted Wednesday at \$5.25@5.50 per unit of ammonia. Low test wet rendered tankage was listed at \$5.50 per unit of ammonia and dry rendered tankage was priced at \$1.10@1.15 per protein unit.

N.Y. COTTONSEED OIL FUTURES

FRIDAY, SEPT. 9, 1955

Sept.	13.200	13.15	13.15b	13.21b
Oct.	13.15	13.15	13.15b	13.21b
Dec.	13.18b	13.15	13.14b	13.21b
Jan.	13.16b	13.15	13.13b	13.23b
Mar.	13.22	13.15	13.15b	13.23b
May	13.15	13.15	13.16	13.19b
July	13.20b	13.15	13.16	13.21b

Sales: 132 lots.

MONDAY, SEPT. 12, 1955

Sept.	13.10b	13.15	13.00	13.00b	13.15b
Oct.	13.10b	13.15	13.08b	13.12b	
Dec.	13.14b	13.20	13.08	13.11	
Jan.	13.10b	13.20	13.08	13.13b	
Mar.	13.20b	13.20	13.08	13.10b	
May	13.18b	13.14	13.10	13.13	
July	13.15b	13.15	13.15	13.16	

Sales: 107 lots.

TUESDAY, SEPT. 13, 1955

Sept.	12.95b	12.98	12.87	12.80b	13.09b
Oct.	13.00b	13.02	13.87	12.88b	13.08b
Dec.	13.04b	13.05	12.92	12.95	13.11
Jan.	13.00b	13.10	12.90b	13.05b	13.13b
Mar.	13.03b	13.10	12.94	12.96	13.10b
May	13.02b	13.10	12.92	12.95	13.13
July	13.05b	13.10	12.95	12.95	13.09b

Sales: 137 lots.

WEDNESDAY, SEPT. 14, 1955

Sept.	12.85b	12.98	12.90	13.00b	12.86b
Oct.	12.92b	13.03	12.97	13.03b	12.88b
Dec.	13.01-02	13.04	13.00	13.07b	12.95
Jan.	13.00b	13.06	13.06	12.90b	13.09b
Mar.	13.06	13.08	13.05	13.09b	12.96
May	13.05	13.07	13.05	13.08b	12.95
July	13.05b	13.11	13.05	13.11	12.95

Sales: 147 lots.

VEGETABLE OILS

Wednesday, Sept. 14, 1955

Crude cottonseed oil, carlots, f.o.b.	10½b
Valley	10½b
Southeast	10%@11pd
Texas	10%@10½pd
Corn oil in tanks, f.o.b. mills	11½pd
Peanut oil, f.o.b. mills	17½pd
Soybean oil, f.o.b. mills	10½pd
Coconut oil, f.o.b. Pacific Coast	10½pd
Cottonseed foot:	
Midwest and West Coast	1%@1%
East	1%@1%

Sales: 147 lots.

OLEOMARGARINE

Wednesday, Sept. 14, 1955

White domestic vegetable	26
Yellow quarters	28
Milk churned pastry	24
Water churned pastry	23

OLEO OILS

(F.O.B. Chicago)

Lb.	
Prime oleo stearine (slack barrels)	9½@9½
Extra oleo oil (drums)	14

pd—paid. n—nominal. b—bid. a—asked.

HIDES AND SKINS

Hide prices advance ½c to 1c in heavy trading on Tuesday—The 50-lb. average small packer hides sold at 11c and 11½c for choice quality in the Midwest—Country 50-lb. average straight locker butchers offered at 8½c without action—No. 1 shearing and fall clips sold higher late last week.

CHICAGO

PACKER HIDES: There was good buying interest for all selections of hides at steady levels Monday, but no sales were made early in the day. Later trading of butt-branded steers developed, and 11½c was paid.

On Tuesday, a large volume of hides were traded with prices advancing ½c to a full 1c on light native steers. In early activity, River light native steers sold at 14½c and Northerns brought 15c. Later, River light native steers traded at 15c. Heavy native steers sold at 14½c for Rivers and Chicagos and Milwaukees brought 15c. Butt-branded steers continued to trade at 11½c, as did heavy Texas steers. Colorados brought 11c.

Heavy native cows sold at 13c for all points. Light native cows sold at 13c for Northerns and 14c for Rivers, with intimations that 13½c would be paid for Chicago production. Branded cows sold at 11c for Northerns and 11½c was paid for Southwesterns.

With most transactions out of the way Tuesday, little action developed in the hide market early midweek. Light native cows, however, sold at 13½c for Chicagos. A few light native river steers traded at 15c.

SMALL PACKER AND COUNTRY HIDES: The small packer hide market gained strength, a possible result of the advance in prices in the big packer hide market. The curtailing of labor difficulties at eastern tanneries was also a contributing factor. Some 50-lb. average small packer hides sold at 11c in the Midwest, with 11½c for very good quality consisting mostly of steers. Little action was reported on the 60-lb. average in the Midwest, with offerings priced at 10c and 10½c finding buyers indifferent. The market for Southwestern small packer hides was fairly strong, but sellers were trading split weights which made it difficult to quote an all-weight market. The country hide market continued slow, with 50-lb. straight locker butchers offered at 8½c, unsold. Renderers were nominally quoted at 7c.

CALFSKINS AND KIPSKINS:

The calfskin market recouped losses experienced in trading last week, and Northern light calf sold at 52½c, while Northern heavies sold at 47½c. Some Milwaukee heavy calf reportedly sold at 45c.

SHEEPSKINS: Late last week, a car of No. 1 shearlings, with fall clips included, sold at 2.75 and 3.25, respectively. Sales were slow to develop this week, however. The No. 2 shearlings were quoted at 1.65 and the No. 3's at .55, both nominal quotations. Full wool dry pelts were unchanged from the previous week at 22c to 24c paid for small lots. Pickled skins unchanged at 9.25 for lambs and 10.00 to 10.50 on sheep.

CHICAGO HIDE QUOTATIONS

PACKER HIDES

	Week ended Sept. 14, 1955	Cor. week 1954
Hvy. Nat. steers	14½@15b	12 @12½in
Lt. Nat. steers	15b	13
Hvy. Tex. steers	11½in	9½
Ex. Igt. Tex.	15b	12in
Butt brnd. steers	11½in	9½
Col. steers	11b	9
Branded cows	11 @11½in	10 @10½
Hvy. Nat. cows	13in	13
Lt. Nat. cows	13 @14in	13
Nat. bulls	9½	8 @ 8½in
Branded bulls	8½in	7 @ 7½in
Calfskins		
Nor. 10/15	47½	30in
10/down	52½	35in
Kips, Nor. nat., 15/25	27½in	23½in

SMALL PACKER HIDES

STEERS AND COWS:	60 lbs. and over	9½@10in	8 @ 8½in
	50 lbs.	11 @11½in	10 @10½in

SMALL PACKER SKINS	Calfskins, all wts.	35 @40in	18 @20in
	Kips, all wts.	20 @21in	14 @15in

SHEEPSKINS

Packer shearlings	No. 1	2.75in	2.50
	Dry Pelts	22@24in	26@29in

Horsehides, Untrm.	7.50@7.75in	8.00

N.Y. HIDE FUTURES

FRIDAY, SEPT. 9, 1955

Open	High	Low	Close	
Oct.	10.85b	10.83	10.78	10.82
Jan.	11.42b	11.40	11.40	11.40b—42a
Apr.	11.95b	11.90	11.90	11.90b—42a
July	11.45b	11.45	11.45	12.40b—52a
Oct.	12.90b	12.90	12.90	12.90b—95a
Jan.	13.95b	13.95	13.95	13.30b—35a

Sales: 21 lots.

MONDAY, SEPT. 12, 1955

Oct.	10.71	10.72	10.70	10.70b—76a
Jan.	11.32	11.32	11.32	11.31b—35a
Apr.	11.75b	11.75	11.75	11.83b—89a
July	12.25	12.25	12.25	12.32b—40a
Oct.	12.75b	12.75	12.75	12.80b—90a
Jan.	13.15b	13.15	13.15	13.20b—30a

Sales: 23 lots.

TUESDAY, SEPT. 13, 1955

Oct.	10.70b	11.25	10.90	10.95b—98b
Jan.	11.30b	11.85	11.57	11.55b—58a
Apr.	11.80b	12.35	12.05	12.05
July	12.30b	12.30	12.30	12.54b—57a
Oct.	12.80b	12.80	12.80	13.00b—08a
Jan.	13.25b	13.48	13.48	13.40b—50a

Sales: 75 lots.

WEDNESDAY, SEPT. 14, 1955

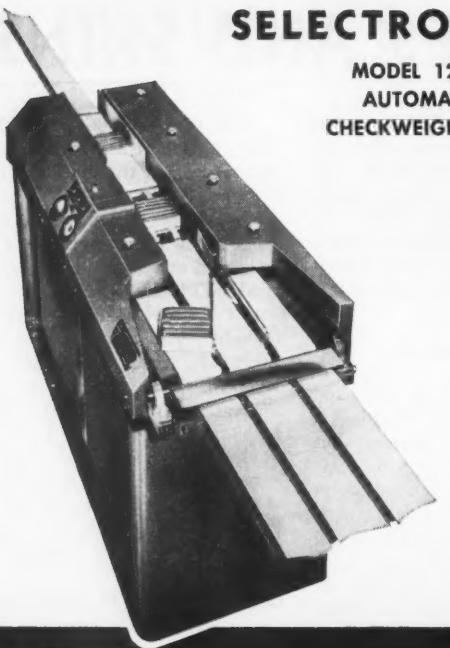
Oct.	11.06b	11.63	11.60	11.04b—06a
Jan.	11.65b	11.65	11.61	11.61
Apr.	12.15	12.15	12.15	12.15b—14a
July	12.63b	12.63	12.63	12.63b—66a
Oct.	13.10b	13.10	13.12b	13.12b—16a
Jan.	13.48b	13.48	13.48	13.45b—55a

Sales: 27 lots.

THURSDAY, SEPT. 15, 1955

Oct.	11.05b	11.60	11.00b—01a
Jan.	11.65b	11.65	11.61
Apr.	12.15	12.15	12.15b—14a
July	12.63b	12.63	12.63b—66a
Oct.	13.10b	13.10	13.12b—16a
Jan.	13.48b	13.48	13.48

Sales: 27 lots.



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LIVESTOCK MARKETS...Weekly Review

Mexico Considers Smaller Cattle, Beef Export Quotas

A study is now being made by the Mexican Ministry of Agriculture to determine next year's cattle and beef export quotas. Indications are that the quota will probably be lower than in 1955. Drought has seriously affected cattle in some northern districts. It is reported that during the past few months a relatively large number of calves and cows were slaughtered and this will decrease the availability of cattle for export next year.

Total exports of live cattle from the reopening of the United States border on January 1, 1955, to the end of June 1955, totaled 206,816 head. In addition, 14,000,000 lbs. of beef was exported, of which 9,000,000 lbs. was chilled beef shipped to the U. S. and the remainder in the form of frozen carcasses to The Netherlands, Chile, Greece, Germany, and Puerto Rico. At present, only a few packing plants are operating and their output is relatively small.

Grand National Livestock Premiums Total \$88,235

With the approach of the October 1 deadline for entries, the livestock division of the Grand National Livestock Exposition, Horse Show and Rodeo is looking forward to one of its greatest presentations in years, it was announced by Porter Sesnon, President.

The Grand National, combination of one of the nation's premier "Big Six" livestock expositions, will be held at the San Francisco Cow Palace October 28 to November 6.

In the livestock division, total premiums of \$88,235 are being offered.

SALABLE LIVESTOCK AT 12 MARKETS IN AUG.

	Aug., 1955	Aug., 1954
	CATTLE	
Chicago	220,307	207,134
Cincinnati	21,885	20,672
Denver	74,294	74,287
Fort Worth	62,578	82,147
Indianapolis	45,000	47,284
Kansas City	127,763	125,578
Oklahoma City	84,141	84,220
Omaha	221,868	197,896
St. Joseph	82,144	69,096
St. Louis N.Y.	90,363	92,155
Sioux City	121,885	129,481
S. St. Paul	100,354	103,357
Totals	1,253,242	1,233,307
	CALVES	
Chicago	6,014	9,321
Cincinnati	5,436	5,496
Denver	2,615	4,728
Fort Worth	17,095	23,092
Indianapolis	6,855	8,117
Kansas City	15,646	19,854
Oklahoma City	9,302	14,932
Omaha	8,611	6,378
St. Joseph	7,675	7,165
St. Louis N.Y.	23,525	27,427
Sioux City	3,172	5,507
S. St. Paul	28,087	27,825
Totals	136,193	159,750
	HOGS	
Chicago	173,064	140,849
Cincinnati	82,063	72,169
Denver	11,440	12,862
Fort Worth	33,731	9,076
Indianapolis	260,494	222,248
Kansas City	39,980	36,235
Oklahoma City	14,709	11,015
Omaha	13,136	118,530
St. Joseph	93,433	79,708
St. Louis N.Y.	20,927	173,045
Sioux City	95,486	93,273
S. St. Paul	200,642	177,072
Totals	1,332,215	1,146,982
	SHEEP	
Chicago	26,322	27,231
Cincinnati	10,381	9,580
Denver	91,267	107,293
Fort Worth	27,872	30,417
Indianapolis	23,419	26,484
Kansas City	25,895	25,873
Oklahoma City	7,128	6,839
Omaha	70,219	56,329
St. Joseph	21,170	19,183
St. Louis N.Y.	29,940	26,304
Sioux City	26,157	24,857
S. St. Paul	20,997	47,588
Totals	389,767	408,388

INTERIOR IOWA, S. MINN.

Receipts of hogs and sheep at interior markets, compared, as reported by the USDA:

	Hogs	Sheep
August, 1955	1,195,000	142,900
July, 1955	915,000	119,100
August, 1954	1,011,500	136,100

August Chicago Cattle, Hog Prices Lowest in Ten Years

Cattle and hog prices to packers on the Chicago market in August were the lowest for the month in ten years, while lambs averaged somewhat higher than last year, figures compiled by livestock marketing interests indicated. Cattle, hog and lamb prices were also below those for July.

Top steers in August brought \$25.25, the bulk averaging \$22.25 compared with \$26 and \$22.45 in July and \$27 and \$23.85 last year. The next lower August steer prices were \$18 and \$16.25, top and average, respectively, in 1945. Hog prices declined sharply in August to \$17.60 and \$15.30 from \$21 and \$16.30 in July. Top hogs in August 1954 sold at \$24, the run averaging \$20.65. Not since the \$14.75 and \$14.50 recorded for 1945 have hogs been lower in price than this year.

On the sheep market, lambs declined to \$23.50 and \$21.25 in August from \$24.50 and \$21.75, top and average for July. For August 1954 top lambs cost \$23 and the average, \$19.80.

Total receipts of cattle at about 222,000 head were the largest for the month since the livestock liquidation days of 1936.

HOG WEIGHTS AND COSTS

Average costs and weights of barrows and gilts at eight markets during August, 1955, with comparisons:

	BARROWS AND GILTS	AVERAGE WTS. (LBS.)
	Aug. 1955	Aug. 1954
Chicago	\$16.31	\$22.21
Kansas City	16.38	22.49
Omaha	16.44	22.26
St. Louis N.Y.		
Stock Yards	16.41	22.46
St. Joseph	16.46	22.49
St. Paul	16.37	22.25
Sioux City	16.48	22.22
Indianapolis	none	23.27
		none

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LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five western markets on Tuesday, Sept. 13, were reported by the Agricultural Marketing Service, Livestock Division, as follows:

St. L. M. S. Yds. Chicago Kansas City Omaha St. Paul

HOGS (Includes Bulk of Sales):

BARROWS & GILTS:

U.S. No. 1-3:

120-140 lbs.	\$13.75-15.25	None qtd.	None qtd.	None qtd.	None qtd.
140-160 lbs.	14.75-16.00	None qtd.	None qtd.	None qtd.	None qtd.
160-180 lbs.	15.75-16.50	\$15.00-16.25	\$15.00-16.50	\$15.00-16.50	\$15.00-16.50
180-200 lbs.	16.75-17.00	16.60-17.00	16.60-17.00	16.60-17.00	16.60-17.00
200-220 lbs.	16.75-17.00	16.60-17.00	16.60-17.00	16.60-17.00	16.60-17.00
220-240 lbs.	16.75-17.25	16.65-17.00	16.65-17.00	16.65-17.00	16.65-17.00
240-270 lbs.	16.50-17.00	16.75-17.00	16.75-17.00	16.50-16.85	16.00-17.25
270-300 lbs.	None qtd.	16.25-16.85	None qtd.	16.00-16.50	16.00-17.25
300-330 lbs.	None qtd.	None qtd.	None qtd.	16.00-16.50	15.50-15.75
330-360 lbs.	None qtd.	None qtd.	None qtd.	16.00-16.50	15.50-15.75
Medium:					
160-220 lbs.	None qtd.	None qtd.	None qtd.	16.00-16.50	15.50-15.75

SOVS:

Choice:

270-300 lbs.	15.25-15.50	15.75-16.25	14.25-16.00	15.75-16.00	15.50-16.00
300-330 lbs.	15.25-15.50	15.50-16.00	14.25-16.00	15.00-15.75	15.50-15.75
330-360 lbs.	14.75-15.50	15.00-15.75	14.25-16.00	14.50-15.25	14.50-15.50
360-400 lbs.	14.25-15.00	14.50-15.00	14.25-16.00	13.75-14.75	14.00-15.00
400-450 lbs.	13.75-14.50	14.00-14.75	13.00-14.50	13.25-14.00	13.00-14.00
450-500 lbs.	12.75-14.00	13.50-14.25	None qtd.	13.00-13.50	None qtd.
Medium:					
250-300 lbs.	None qtd.	None qtd.	None qtd.	None qtd.	None qtd.

SLAUGHTER CATTLE & CALVES:

STEERS:

Prime:

700-900 lbs.	23.75-24.75	None qtd.	None qtd.	None qtd.	None qtd.
900-1100 lbs.	24.00-25.00	24.00-25.75	23.50-25.00	23.75-24.75	22.50-23.75
1100-1300 lbs.	23.75-25.00	23.25-25.75	23.25-25.00	23.50-24.75	23.00-24.00
1300-1500 lbs.	22.75-25.50	22.25-25.50	22.00-24.00	22.50-24.00	22.50-24.00

Choice:

700-900 lbs.	22.00-24.00	22.25-24.00	21.50-23.50	21.00-23.75	21.00-22.50
900-1100 lbs.	22.00-24.00	22.25-24.00	21.50-23.50	21.50-23.75	21.50-23.00
1100-1300 lbs.	21.75-23.75	21.75-23.50	21.25-23.50	21.50-23.75	22.00-23.50
1300-1500 lbs.	21.20-23.50	21.20-23.75	20.75-22.75	21.00-23.25	21.50-23.00

Good:

700-900 lbs.	18.50-22.00	18.75-22.00	18.00-21.50	19.00-21.00	20.00-21.50
900-1100 lbs.	18.50-22.00	19.00-22.25	18.50-21.50	19.00-21.50	20.00-21.50
1100-1300 lbs.	18.25-21.75	18.30-21.75	18.50-21.50	19.00-21.50	19.50-21.00

Commercial:

all wts. . . 15.00-18.50 15.50-19.00 14.00-18.50 16.00-19.00 15.00-20.00

Utility:

all wts. . . 12.00-15.00 13.00-15.50 11.50-14.00 12.50-16.00 12.00-15.00

HEIFERS:

Prime:

600-800 lbs.	23.00-23.75	None qtd.	None qtd.	None qtd.	None qtd.
800-1000 lbs.	23.00-24.00	22.50-24.00	22.75-23.75	21.75-23.75	21.50-23.50

Choice:

600-800 lbs.	21.00-23.00	20.50-22.50	20.75-22.75	19.25-21.75	21.00-22.00
800-1000 lbs.	21.00-23.00	20.50-22.50	21.25-22.75	19.75-22.25	21.50-22.50

Good:

500-700 lbs.	18.00-21.00	18.50-20.50	17.00-21.00	17.00-19.25	20.00-21.00
700-900 lbs.	18.00-21.00	17.85-20.75	17.50-21.25	17.00-19.75	20.00-21.00

Commercial:

all wts. . . 14.00-18.00 14.00-18.75 13.50-17.50 13.50-17.00 14.50-19.00

Utility:

all wts. . . 11.00-14.00 11.50-14.00 10.50-13.50 11.00-13.50 13.00-14.50

COWS:

Commercial:

all wts. . . 11.50-13.00 11.50-13.00 10.75-12.50 11.00-13.50 12.00-13.00

Utility:

all wts. . . 10.00-11.50 10.25-11.50 9.00-10.75 9.25-11.00 10.00-12.00

Can. & cut.:

all wts. . . 7.00-10.00 8.00-11.00 7.50-9.00 7.50-9.25 8.00-9.50

BULLS (Yrs. Excl.) All Weights:

Good: . . . 11.00-12.00 13.00-14.50 None qtd. 11.50-12.75 13.00-15.00

Commercial: . . . 13.00-14.00 14.50-15.50 12.50-13.50 12.75-13.75 13.00-15.00

Utility: . . . 12.00-13.00 13.50-14.50 11.00-13.00 11.25-12.75 14.00-15.00

Cutter: . . . 10.00-12.00 11.50-13.50 10.00-11.00 10.25-11.25 13.00-14.00

VEALERS, All Weights:

Ch. & pr. . . 22.00-27.00 23.00-25.00 18.00-21.00 16.00-18.00 22.00-24.00

Com'l & gd. . . 17.00-22.00 16.00-22.00 13.00-18.00 12.00-16.00 20.00-22.00

CALVES (500 Lbs. Down):

Ch. & pr. . . 16.00-19.00 17.00-21.00 16.50-18.50 15.00-18.00 17.00-20.00

Com'l & gd. . . 13.00-16.00 13.00-17.00 12.00-16.50 11.50-15.00 13.00-17.00

SHEEP & LAMBS:

LAMBS:

Ch. & gd. . . 19.00-20.25 20.25-22.00 19.00-19.75 20.00-21.00 19.50-20.00

Gd. & pr. . . 17.50-19.00 19.25-22.00 17.50-19.00 19.00-20.00 18.00-19.50

EWE'S (Shorn):

Gd. & ch. . . 4.00-5.00 4.25-5.50 4.25-5.25 4.00-4.75 4.50-5.50

Cull & util. . . 2.50-4.00 3.00-4.25 2.50-4.25 3.00-4.00 2.50-4.50

NOTE: All Omaha and St. Paul quotations as of Monday, September 12, and N. S. Yards cattle and sheep prices of same date.

LEADING PACKERS specify: **AIR-O-CHEK**

The sealing valve with the internal lever

Operator holds sealing on materials and controls fire with same hand

AIR-WAY

AIR-WAY PUMP & EQUIPMENT CO., 4601 W. Thomas St., Chicago 51, Ill.

SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER, showing the number of livestock slaughtered at 13 centers for the week ended Sept. 10, 1955 compared:

CATTLE

Week Ended Sept. 10, 1955

Week Ended Sept. 10, 1954

Week Ended Sept. 10, 1953

Week Ended Sept. 10, 1952

Week Ended Sept. 10, 1951

Week Ended Sept. 10, 1950

Week Ended Sept. 10, 1949

Week Ended Sept. 10, 1948

Week Ended Sept. 10, 1947

Week Ended Sept. 10, 1946

Week Ended Sept. 10, 1945

Week Ended Sept. 10, 1944

Week Ended Sept. 10, 1943

Week Ended Sept. 10, 1942

Week Ended Sept. 10, 1941

Week Ended Sept. 10, 1940

Week Ended Sept. 10, 1939

Week Ended Sept. 10, 1938

Week Ended Sept. 10, 1937

Week Ended Sept. 10, 1936

Week Ended Sept. 10, 1935

Week Ended Sept. 10, 1934

Week Ended Sept. 10, 1933

Week Ended Sept. 10, 1932

Week Ended Sept. 10, 1931

Week Ended Sept. 10, 1930

Week Ended Sept. 10, 1929

Week Ended Sept. 10, 1928

Week Ended Sept. 10, 1927

Week Ended Sept. 10, 1926

Week Ended Sept. 10, 1925

Week Ended Sept. 10, 1924

Week Ended Sept. 10, 1923

Week Ended Sept. 10, 1922

Week Ended Sept. 10, 1921

Week Ended Sept. 10, 1920

Week Ended Sept. 10, 1919

Week Ended Sept. 10, 1918

Week Ended Sept. 10, 1917

Week Ended Sept. 10, 1916

Week Ended Sept. 10, 1915

Week Ended Sept. 10, 1914

Week Ended Sept. 10, 1913

Week Ended Sept. 10, 1912

Week Ended Sept. 10, 1911

Week Ended Sept. 10, 1910

Week Ended Sept. 10, 1909

Week Ended Sept. 10, 1908

Week Ended Sept. 10, 1907

Week Ended Sept. 10, 1906

Week Ended Sept. 10, 1905

Week Ended Sept. 10, 1904

Week Ended Sept. 10, 1903

Week Ended Sept. 10, 1902

Week Ended Sept. 10, 1901

Week Ended Sept. 10, 1900

Week Ended Sept. 10, 1899

Week Ended Sept. 10, 1898

Week Ended Sept. 10, 1897

Week Ended Sept. 10, 1896

Week Ended Sept. 10, 1895

Week Ended Sept. 10, 1894

Week Ended Sept. 10, 1893

Week Ended Sept. 10, 1892

Week Ended Sept. 10, 1891

Week Ended Sept. 10, 1890

Week Ended Sept. 10, 1889

Week Ended Sept. 10, 1888

Week Ended Sept. 10, 1887

Week Ended Sept. 10, 1886

Week Ended Sept. 10, 1885

Week

ESTOCK

at the Ob-
s for current
s

Hogs Sheep
12,481 2,831
6,199 826
1,185 361

11,000 4,000

10,500 2,396

12,000 2,000

33,500 8,306

20,726 6,622

37,715 7,704

12,635 12,611

4,800 hog
to packers.

8

2,433 386

1,191 181

268 31

1,000 1,000

2,000 200

1,000 300

OMAHA

Cattle and
Calves Hogs Sheep

4,000 1,500

2,054 1,149

1,734 2,301

Cadahay

3,612 5,375

Swift

5,272 5,111

Wilson

3,929 4,317

Am. Stores

906

O'Neill

744

906

City

244

Rosenthal

45

Totals. 7,433 3,043 25,483 4,153

KANSAS CITY

Cattle Calves Hogs Sheep

1,262 353

Armour

2,973 771

2,454 1,870

Swift

4,118 927

3,284 1,797

Wilson

1,465

2,098

Butchers

6,790 61

624

Others

628

1,125

Totals. 15,972 1,759 9,585 3,682

SIOUX CITY

Cattle Calves Hogs Sheep

18,000 20,000

20,75 62 21,25

17,000 20,00

12,000 13,50

9,000 12,00

14,500 17,00

18,500 19,50

16,500 18,50

14,000 17,00

18,000 20,00

12,000 14,50

None qtd.

CEIPTS

markets

1 Friday

parisons:

Sheep

142,000

141,000

188,000

5,743,000

5,538,000

ESTOCK

acific Coast

pt. 8

Hogs Sheep

900 60

1,685 3,540

575 2,575

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, September 10, 1955, as reported to The National Provisioner:

CHICAGO

Armour, 5,824 hogs; Wilson, 4,078 hogs; Shippers, 5,946 hogs; and others, 16,717 hogs.

Totals: 23,797 cattle, 891 calves, 32,565 hogs, and 4,925 sheep.

E. ST. LOUIS

Armour, 2,965 cattle, 1,744 hogs, 6,041 sheep; Swift, 3,908 2,269 9,764 1,929 hogs; Hunter, 530 2,361 hogs; Bell, 2,532 hogs; Laclede, 4,785 hogs; Luer, 2,433 386 hogs; and others, 1,191 181 268 31 1,000 1,000 2,000 200 1,000 300.

Totals. 7,433 3,043 25,483 4,153

OMAHA

Armour, 7,931 5,873 1,148 hogs; Cadahay, 3,612 5,375 1,774 hogs; Swift, 5,272 5,111 2,856 hogs; Wilson, 3,929 4,317 2,102 hogs; Am. Stores, 906 hogs; Cornhusker, 979 hogs; N. E. Beef, 795 hogs; Eagle, 66 hogs; GR. Omaha, 854 hogs; Hoffman, 1,234 hogs; Rothschild, 1,234 hogs; Roth, 860 hogs; Klingan, 1,134 hogs; Merchants, 145 hogs; others, 1,395 6,934 hogs.

Totals. 29,705 27,610 7,830

KANSAS CITY

Armour, 2,973 771 2,454 1,870 hogs; Swift, 4,118 927 3,284 1,797 hogs; Wilson, 1,465 hogs; Butchers, 6,790 61 624 15 hogs; others, 628 1,125 hogs.

Totals. 20,204 23 18,305 5,131

WICHITA

Armour, 1,533 504 3,045 hogs; Cadahay, 697 hogs; Dunn, 132 1,013 hogs; S.C. Dr., 2,376 hogs; Swift, 2,501 3,803 2,863 hogs; Butchers, 588 hogs; others, 10,440 10 7,584 1,052 hogs.

Totals. 15,972 1,759 9,585 3,682

SIOUX CITY

Armour, 4,299 13 6,918 1,206 hogs; S.C. Dr., 103 hogs; Bf., 2,376 hogs; Swift, 2,501 3,803 2,863 hogs; Butchers, 588 hogs; others, 10,440 10 7,584 1,052 hogs.

Totals. 20,204 23 18,305 5,131

WICHITA

Armour, 1,533 504 3,045 hogs; Cadahay, 697 hogs; Dunn, 132 1,013 hogs; S.C. Dr., 2,376 hogs; Swift, 2,501 3,803 2,863 hogs; Butchers, 588 hogs; others, 10,440 10 7,584 1,052 hogs.

Totals. 15,972 1,759 9,585 3,682

*Do not include 1,435 cattle, 618 calves, 5,579 hogs and 3,078 sheep direct to packers.

LOS ANGELES

Armour, 110 4 59 hogs; Cadahay, 19 31 hogs; Swift, 314 hogs; Wilson, 132 4 194 hogs; United, 728 4 194 hogs; Atlas, 687 hogs; G.W. West, 325 hogs; Acme, 337 hogs; Ideal, 274 hogs; others, 1,753 329 431 hogs.

Totals. 5,071 308 684 hogs.

DENVER

Armour, 1,656 84 10,740 hogs; Swift, 1,469 204 2,634 9,162 hogs; Cadahay, 920 137 1,148 hogs; Wilson, 709 5,159 hogs; others, 7,919 1,618 1,618 614 hogs.

Totals. 12,673 2,043 6,369 26,823

MILWAUKEE

	Cattle	Calves	Hogs	Sheep
Packers	910	4,219	3,920	754
Butchers	2,729	1,719	134	241
Totals.	3,639	5,938	4,054	995

CINCINNATI

	Cattle	Calves	Hogs	Sheep
Gall	...	...	...	535
Schlaefer	275	14	...	...
Others	4,627	908	16,542	1,467
Totals.	4,902	922	16,542	2,002

ST. PAUL

	Cattle	Calves	Hogs	Sheep
Armour	6,376	2,799	14,500	2,325
Bartsch	1,166	...	...	...
Rifkin	800	22	...	...
Superior	1,732	...	...	...
Swift	5,751	2,037	19,117	4,517
Others	1,483	1,698	6,740	1,902
Totals.	17,308	6,556	40,357	8,744

FORT WORTH

	Cattle	Calves	Hogs	Sheep
Armour	1,702	1,798	681	2,856
Swift	1,788	1,239	1,143	2,302
Bl. Bon.	443	86	228	...
City	244	1	...	...
Rosenthal	45	2	...	...
Totals.	4,222	3,124	2,050	5,158

TOTAL PACKER PURCHASES

	Cattle	Calves	Hogs	Sheep
Week end.	156,975	178,639	162,052	...
Prev. week	191,028	220,467	193,813	...
Sheep	71,408	62,399	69,199	...

CORN BELT DIRECT TRADING

Des Moines, Sept. 14—Prices at the ten concentration yards and 11 packing plants in Iowa and Minnesota were quoted by the USDA as follows:

Hogs, U.S. No. 1-3:

160-180 lbs. \$12.75@14.75

180-240 lbs. 14.50@16.50

240-300 lbs. 14.80@16.35

300-400 lbs. 14.20@15.65

Sows:

270-300 lbs. 14.50@15.65

400-550 lbs. 11.25@13.65

Corn Belt hog receipts were reported as follows by the U. S. Department of Agriculture:

18,500 20,000 21,250 22,500 23,750 25,000 26,250 27,500 28,750 30,000 lbs.

18,000 19,500 20,750 22,000 23,250 24,500 25,750 27,000 28,250 29,500 lbs.

17,500 19,000 20,250 21,500 22,750 24,000 25,250 26,500 27,750 29,000 lbs.

17,000 18,500 19,750 21,000 22,250 23,500 24,750 26,000 27,250 28,500 lbs.

16,500 18,000 19,250 20,500 21,750 23,000 24,250 25,500 26,750 28,000 lbs.

16,000 17,500 18,750 20,000 21,250 22,500 23,750 25,000 26,250 27,500 lbs.

15,500 17,000 18,250 19,500 20,750 22,000 23,250 24,500 25,750 27,000 lbs.

15,000 16,500 17,750 19,000 20,250 21,500 22,750 24,000 25,250 26,500 lbs.

14,500 16,000 17,250 18,500 19,750 21,000 22,250 23,500 24,750 26,000 lbs.

14,000 15,500 16,750 18,000 19,250 20,500 21,750 23,000 24,250 25,500 lbs.

13,500 15,000 16,250 17,500 18,750 20,000 21,250 22,500 23,750 25,000 lbs.

13,000 14,500 15,750 17,000 18,250 19,500 20,750 22,000 23,250 24,500 lbs.

12,500 14,000 15,250 16,500 17,750 19,000 20,250 21,500 22,750 24,000 lbs.

12,000 13,500 14,750 16,000 17,250 18,500 19,750 21,000 22,250 23,500 lbs.

11,500 13,000 14,250 15,500 16,750 18,000 19,250 20,500 21,750 23,000 lbs.

11,000 12,500 13,750 15,000 16,250 17,500 18,750 20,000 21,250 22,500 lbs.

10,500 12,000 13,250 14,500 15,750 16,000 17,250 18,500 19,750 21,000 lbs.

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7,500 9,000 10,250 11,500 12,750 13,000 14,250 15,500 16,750 18,000 lbs.

7,000 8,500 9,750 11,000 12,250 13,000 14,250 15,500 16,750 18,000 lbs.

6,500 8,000 9,250 10,500 11,750 12,000 13,250 14,500 15,750 17,000 lbs.

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5,500 7,000 8,250 9,500 10,750 12,000 13,250 14,500 15,750 17,000 lbs.

5,000 6,500 7,750 9,000 10,250 11,500 12,750 14,000 15,250 16,500 lbs.

4,500 6,000 7,250 8,500 9,750 11,000 12,250 13,500 14,750 16,000 lbs.

4,000 5,500 6,750 8,000 9,250 10,500 11,750 13,000 14,250 15,500 lbs.

3,500 5,000 6,250 7,500 8,750 10,000 11,250 12,500 13,750 15,000 lbs.

3,000 4,500 5,750 7,000 8,250 9,500 10,750 12,000 13,250 14,500 lbs.

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1,500 3,000 4,250 5,500 6,750 8,000 9,250 10,500 11,750 13,000 lbs.

1,000 2,500 3,750 5,000 6,250 7,500 8,750 10,000 11,250 12,500 lbs.

500 1,500 2,750 4,000 5,250 6,500 7,750 9,000 10,250 11,500 lbs.

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METROPOLITAN

FATS, OILS & SYRUPS CO., INC.

137 12TH STREET

JERSEY CITY, NEW JERSEY



Finest Quality

SPECIALIZING IN FATS FROM CHICAGO AREA
TO SOUTHEAST

Oleo Oils

Soya Bean Oil

Pure Lard

and

Coconut Oil

Cottonseed Salad Oil

Edible Tallow

Fully or partially Hydrogenated and/or Deodorized. All Fats and Oils are processed exclusively through Girdler equipment.

Daily or weekly Deliveries made at your convenience.
Fleet of 16 stainless steel tanks are always at your service!

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New York Telephone: WOrth 2-7778
Jersey City Teletype: JERSEY CITY 114

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CLASSIFIED ADVERTISING PAYABLE IN ADVANCE.
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POSITION WANTED

MANAGER-SALES MANAGER

Age 44. Competent, experienced in all phases of packinghouse operations. At present top man in plant killing hogs, beef and veal, turning out approximately 100,000 pounds of sausage items per week. Can furnish top references and give reason for desiring change.

W-348, THE NATIONAL PROVISIONER
15 W. Huron St. Chicago 10, Ill.

CURING & PACKAGING EXPERT

Age 37. 18 years experience as supervisor of curing and packaging department for medium size packer. Can furnish best of references. Have good reason for desiring change. W-347, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

TIME STUDY ENGINEER: Young, 7 years' experience in time study, methods, plant layout, cost estimating, material handling, etc. Supervisory or staff qualifications. Complete resume will be furnished to any interested party. Will relocate. W-349, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

CASING MAN: All round experience. Expert in manufacturing, organizing, distributing, selling. Overseas experience—European importers, etc. Available at once. W-350, THE NATIONAL PROVISIONER, 18 E. 41st St., New York 17, N.Y.

HOG-BEEF CASING MAN: With practical experience. Can perform any operation on hog or beef casings. Will go anywhere. W-351, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SALES MANAGER: Proven record of sales, specialty sales and administrative ability. Prefer Florida location. W-357, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

POSITION WANTED

MEAT PACKING EXECUTIVE

Former Vice President large Meat Packing Company, twenty-five years experience in all lines large and small plants, including Branch Houses. Thoroughly familiar with all techniques, cost control, manufacturing methods, labor contracts. Excellent relationship with MIB.

W-356, THE NATIONAL PROVISIONER
15 W. Huron St. Chicago 10, Ill.

INDUSTRIAL ENGINEER

Heavy experience in time study, incentives, modern processing, packaging, management controls and production supervision. Large and small plants. Proven ability to establish profitable usage of materials and labor. Energetic, with initiative to get the job done. Age 36. Available after 30 days. W-305, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

MANAGER-SUPERINTENDENT: Experienced, large and small plants. Practical, efficient, slaughtering, cutting, sausage, canning, curing, rendering, etc. Excellent references. W-278, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

MANAGER-SUPERINTENDENT: 40 years of age with 20 years' experience in rendering business. Proven ability in all phases from soliciting, plant operation, yields and buying and selling of all by-products. W-333, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

MANAGER: In jobbing, hotel, restaurant and institutional field with wide experience in sales, purchasing, finance. Comprehensive knowledge gained from successful management jobs. For resume, write to W-334, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

BEEF MAN: Interested in relocating, will move. Over 25 years' experience in value grading, building, all rail stock. Clean, profitable record, big or small operation. Able to take complete charge. W-343, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

HELP WANTED

DISTRICT SALES MANAGER

Progressive mid-western full line packer with consumer accepted manufactured line wants aggressive, experienced man to further develop sales in the mid-western states. Age 35. Must be capable of further training and directing our present sales personnel and expand sales territories. Must have working knowledge of merchandising, sales promotion, and trade following. State complete qualifications, experience and salary expected. Advancement commensurate with progress.

W-359, THE NATIONAL PROVISIONER
15 W. Huron St. Chicago 10, Ill.

CHIEF ENGINEER—MASTER MECHANIC

For medium size packinghouse. One with layout and construction experience preferred. Give age, experience, and salary desired. In first letter. W-344, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

EXPERIENCED SALES MANAGER: Capable of supervising sales force of progressive full line meat packer located in the southwest. Excellent opportunity for an aggressive, alert man. Furnish full particulars as to age, past experience, etc. in letter to Box W-345, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

WANTED: Experienced hide man to manage hide and wool house located in the west. An excellent opportunity is offered to the right man. When replying, please state age, experience and if married or single. Write to Box W-328, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

ALERT SALESMAN WANTED

Leading meat packer in Western New York wants young, aggressive, experienced salesman with proven record to sell well-advertised line of packed and fresh meat products. Right man can work into sales manager's job. Write in detail about experience, give references and state salary expected.

W-338, THE NATIONAL PROVISIONER
18 E. 41st St., New York 17, N.Y.

THE NATIONAL PROVISIONER

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We lease and sell Ice Making Machinery to produce Chip Ice for processing operations for Car Icing—Poultry—Meats—Sea Food—Vegetables and the Fruit Packing Industries. Capacities 2 to 50 tons per unit.

Write or wire for representative to call—no obligation.

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